# PRODUCTION

## WORLD VEHICLE PRODUCTION BY COUNTRY: 1986 vs. 1985

| | Cars | | Trucks* | | Total | |
|---|---|---|---|---|---|---|
| | 1986 | 1985 | 1986 | 1985 | 1986 | 1985 |
| **NORTH AMERICA** | | | | | | |
| United States | 7,829,697 | 8,186,040 | 3,543,168 | 3,485,435 | 11,372,865 | 11,671,475 |
| Canada | 1,073,312 | 1,090,983 | 790,524 | 845,528 | 1,863,836 | 1,936,511 |
| TOTAL | 8,903,009 | 9,277,023 | 4,333,692 | 4,330,963 | 13,236,701 | 13,607,986 |
| **CENTRAL & SOUTH AMERICA** | | | | | | |
| Argentina | 137,889 | 113,788 | 32,602 | 23,887 | 170,491 | 137,675 |
| Brazil | 829,477 | 758,840 | 227,030 | 207,785 | 1,056,507 | 966,625 |
| Colombia** | N.A. | 22,802 | N.A. | 6,358 | N.A. | 29,160 |
| Mexico | 169,567 | 246,960 | 102,601 | 151,232 | 272,168 | 398,192 |
| TOTAL | 1,135,933 | 1,142,390 | 362,233 | 389,262 | 1,499,166 | 1,531,652 |
| **EASTERN EUROPE** | | | | | | |
| Czechoslovakia | N.A. | 186,950 | N.A. | 51,150 | N.A. | 238,100 |
| East Germany | N.A. | 198,000 | N.A. | 46,000 | N.A. | 244,000 |
| Hungary | N.A. | N.A. | N.A. | 14,834 | N.A. | 14,834 |
| Poland | N.A. | 265,000 | N.A. | 47,000 | N.A. | 312,000 |
| U.S.S.R. | N.A. | 1,400,000 | N.A. | 800,000 | N.A. | 2,200,000 |
| Yugoslavia | N.A. | 217,755 | N.A. | 40,531 | N.A. | 258,286 |
| TOTAL | N.A. | 2,267,705 | N.A. | 999,515 | N.A. | 3,267,220 |
| **WESTERN EUROPE** | | | | | | |
| Austria | 6,801 | 7,118 | 4,906 | 6,605 | 11,707 | 13,723 |
| Belgium | N.A. | 229,705 | N.A. | 36,977 | N.A. | 266,682 |
| France | 2,773,094 | 2,631,366 | 421,521 | 384,740 | 3,194,615 | 3,016,106 |
| Italy | 1,652,425 | 1,389,156 | 178,637 | 183,751 | 1,831,069 | 1,572,907 |
| Netherlands | N.A. | 108,083 | N.A. | 20,644 | N.A. | 128,727 |
| Spain | 1,281,899 | 1,230,071 | 250,724 | 187,533 | 1,532,623 | 1,417,604 |
| Sweden | 421,255 | 400,748 | 65,897 | 60,324 | 487,152 | 461,072 |
| United Kingdom | 1,018 962 | 1,047,973 | 228,685 | 263,283 | 1,247,647 | 1,311,256 |
| West Germany | 4,310,828 | 4,166,686 | 286,135 | 279,234 | 4,596,963 | 4,445,920 |
| TOTAL | 11,465,264 | 11,210,906 | 1,463,505 | 1,423,091 | 12,901,796 | 12,633,997 |
| **ASIA-OCEANIA** | | | | | | |
| Australia | 337,206 | 383,763 | 25,041 | 27,569 | 362,247 | 411,332 |
| India | 115,285 | 102,456 | 122,668 | 128,655 | 237,953 | 231,111 |
| Japan | 7,809,809 | 7,646,816 | 4,450,008 | 4,544,688 | 12,259,817 | 12,271,095 |
| South Korea | 457,383 | 264,458 | 144,163 | 113,704 | 601,546 | 378,162 |
| Taiwan | N.A. | 49,619 | N.A. | 32,921 | N.A. | 82,540 |
| TOTAL | 8,719,683 | 8,447,112 | 4,741,880 | 4,847,537 | 13,461,563 | 13,374,240 |

NOTE: In some cases, figures are preliminary and subject to slight change. Totals will not add due to CKD kits counted by more than one country.
*—Truck figures include buses and commercial vehicles. European truck figures include car-derived vans; U.S. figures include minivans.
**—Includes assemblies.
SOURCES: Automotive News; MVMA; JAMA.

## EUROPEAN CAR PRODUCTION BY MANUFACTURER

| | 1986 | % Share | 1985 | % Share | % Change |
|---|---|---|---|---|---|
| VW/Audi | 1,870,287 | 16.13 | 1,734,853 | 16.01 | 7.81 |
| SEAT | 211,640 | 1.83 | 209,434 | 1.93 | 1.05 |
| Fiat/Lancia* | 1,466,000 | 12.65 | 1,199,905 | 11.07 | 22.18 |
| Alfa Romeo | 162,000 | 1.40 | 157,625 | 1.45 | 2.78 |
| Peugeot SA | 1,590,600 | 13.72 | 1,401,307 | 12.93 | 13.51 |
| Renault | 1,428,314 | 12.32 | 1,416,690 | 13.08 | 0.82 |
| Ford | 1,405,973 | 12.13 | 1,307,306 | 12.07 | 7.55 |
| GM/Opel-Vauxhall | 1,363,018 | 11.76 | 1,332,838 | 12.30 | 2.26 |
| Daimler-Benz | 591,916 | 5.11 | 537,909 | 4.96 | 10.04 |
| BMW | 432,285 | 3.73 | 431,085 | 3.98 | 0.28 |
| Rover Group | 404,454 | 3.49 | 465,104 | 4.29 | −13.04 |
| Volvo | 413,830 | 3.57 | 397,018 | 3.66 | 4.23 |
| Saab | 126,401 | 1.09 | 111,813 | 1.03 | 13.05 |
| Jaguar | 40,880 | 0.35 | 38,378 | 0.35 | 6.52 |
| Porsche | 52,939 | 0.46 | 54,458 | 0.50 | −2.79 |
| Others | 31,529 | 0.27 | 38,775 | 0.36 | −18.69 |
| Totals | 11,592,066 | 100.00 | 10,834,498 | 100.00 | 6.99 |

NOTE: *—Estimate.
SOURCE: AID.

## CAR AND TRUCK PRODUCTION IN JAPAN, 1986 vs. 1985

| | 1986 | | |
|---|---|---|---|
| | Cars | Trucks | Total |
| Toyota | 2,684,024 | 961,709 | 3,645,733 |
| Nissan | 1,769,484 | 465,898 | 2,235,382 |
| Mazda | 811,371 | 383,586 | 1,194,957 |
| Mitsubishi | 578,642 | 592,862 | 1,171,504 |
| Honda | 1,025,403 | 210,985 | 1,236,388 |
| Suzuki | 300,604 | 571,807 | 872,411 |
| Daihatsu | 142,064 | 460,150 | 602,214 |
| Fuji (Subaru) | 287,039 | 341,264 | 628,303 |
| Isuzu | 211,178 | 337,737 | 548,915 |
| Hino | | 49,983 | 49,983 |
| Nissan Diesel | 0 | 30,968 | 30,968 |
| Others | 0 | 707 | 707 |
| Total | 7,809,809 | 4,407,866 | 12,216,475 |

| | 1985 | | |
|---|---|---|---|
| | Cars | Trucks | Total |
| Toyota | 2,569,284 | 1,058,248 | 3,627,532 |
| Nissan | 1,864,701 | 622,480 | 2,487,181 |
| Mazda | 815,074 | 373,253 | 1,188,327 |
| Mitsubishi | 570,865 | 574,180 | 1,145,045 |
| Honda | 956,410 | 163,901 | 1,120,311 |
| Suzuki | 236,198 | 545,703 | 781,269 |
| Daihatsu | 161,559 | 416,535 | 578,094 |
| Fuji (Subaru) | 259,673 | 324,711 | 584,384 |
| Isuzu | 213,052 | 367,677 | 580,729 |
| Hino | 0 | 82,985 | 82,985 |
| Nissan Diesel | 0 | 34,071 | 34,071 |
| Others | 0 | 954 | 954 |
| Total | 7,646,816 | 4,544,688 | 12,191,514 |

SOURCE: JAMA

## JAPANESE PRODUCTION BY CATEGORY

| | 1986 | 1985 |
|---|---|---|
| **CARS** | | |
| Standard | 500,147 | 494,792 |
| Small | 7,175,121 | 6,991,432 |
| Midget | 134,541 | 160,592 |
| Passenger Car Total | 7,809,809 | 7,646,816 |
| **TRUCKS** | | |
| Standard | 1,346,969 | 1,278,212 |
| Small | 1,559,886 | 1,877,893 |
| Midget | 1,501,011 | 1,388,583 |
| Trucks Total | 4,407,866 | 4,544,688 |
| **BUSES** | | |
| 30 passengers & over | 14,561 | 15,547 |
| Under 30 passengers | 27,781 | 64,044 |
| Buses Total | 42,342 | 79,591 |
| GRAND TOTAL | 12,259,817 | 12,271,095 |

SOURCE: JAMA

### VEHICLE CLASSIFICATIONS

| | Standard | Small | Midget |
|---|---|---|---|
| Width | Over 60 inches | Over 48 inches to 60 inches | 48 inches or less |
| Height | Over 72 inches | 72 inches and less | 72 inches and less |
| Length | Over 180 inches | Over 120 inches to to 180 inches | 120 inches and less |
| Displacement | More than 2,000cc (for vehicles except diesel) | More than 550 cc to 2,000 cc (for vehicles except diesel) | 550 cc and less |

## EUROPEAN CAR PRODUCTION BY COUNTRY

| Country | 1986 | 1985 | % Change |
|---|---|---|---|
| Germany | 4,310,828 | 4,165,686 | 3.46 |
| France | 2,773,094 | 2,632,366 | 5.35 |
| Italy | 1,652,452 | 1,389,156 | 18.95 |
| Sweden | 421,255 | 400,748 | 5.12 |
| United Kingdom | 1,018,961 | 1,047,973 | −2.77 |
| Belgium | 240,580 | 229,480 | 4.84 |
| Spain | 1,055,920 | 860,006 | 22.78 |
| Netherlands | 118,976 | 108,083 | 10.08 |
| Total Europe | 11,592,066 | 10,834,498 | 6.99 |

SOURCE: AID.

# PRODUCTION

## 1986 U.S. CAR PRODUCTION TOTALS, MAKES AND MONTHS

| COMPANY | JANUARY | FEBRUARY | MARCH | FIRST QUARTER TOTAL | APRIL | MAY | JUNE | SECOND QUARTER TOTAL | JULY | AUGUST | SEPTEMBER | THIRD QUARTER TOTAL | OCTOBER | NOVEMBER | DECEMBER | FOURTH QUARTER TOTAL | GRAND TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **AMERICAN MOTORS** | 2,823 | 3,808 | 5,922 | 12,553 | 3,990 | 5,713 | 6,337 | 16,040 | 2,591 | 5,771 | 4,129 | 12,491 | 3,857 | 3,002 | 1,492 | 8,351 | 49,435 |
| Renault Total | 2,823 | 3,808 | 5,922 | 12,553 | 3,990 | 5,713 | 6,337 | 16,040 | 2,591 | 5,771 | 4,129 | 12,491 | 3,857 | 3,002 | 1,492 | 8,351 | 49,435 |
| Alliance | 2,378 | 3,522 | 5,111 | 11,011 | 3,434 | 5,096 | 5,786 | 14,316 | 2,510 | 5,771 | 4,129 | 12,410 | 3,857 | 3,002 | 1,492 | 8,351 | 46,088 |
| Encore | 445 | 286 | 811 | 1,542 | 556 | 617 | 551 | 1,724 | 81 | 0 | 0 | 81 | 0 | 0 | 0 | 0 | 3,347 |
| **CHRYSLER MOTORS** | 134,849 | 123,092 | 115,540 | 373,481 | 116,942 | 108,595 | 126,696 | 352,233 | 71,378 | 90,484 | 107,719 | 269,581 | 122,382 | 94,742 | 85,240 | 302,364 | 1,297,659 |
| Plymouth Total | 38,450 | 32,555 | 32,646 | 103,651 | 34,793 | 37,033 | 40,317 | 112,143 | 23,054 | 31,752 | 39,672 | 94,478 | 44,302 | 35,953 | 32,091 | 112,346 | 422,618 |
| Horizon | 13,994 | 12,056 | 12,549 | 38,599 | 13,679 | 15,866 | 16,471 | 46,016 | 14,584 | 14,828 | 15,244 | 44,656 | 17,377 | 12,747 | 12,487 | 42,611 | 171,882 |
| Sundance | 0 | 0 | 0 | 0 | 0 | 34 | 1,131 | 1,165 | 4,505 | 3,836 | 4,790 | 13,131 | 7,335 | 7,666 | 7,558 | 22,559 | 36,855 |
| Reliant | 17,668 | 14,279 | 14,064 | 46,011 | 14,705 | 15,634 | 16,638 | 46,977 | 2,568 | 8,750 | 14,265 | 25,583 | 12,869 | 11,021 | 9,234 | 33,124 | 151,695 |
| Caravelle | 5,769 | 5,081 | 4,740 | 15,590 | 4,444 | 3,593 | 3,578 | 11,615 | 407 | 2,728 | 3,506 | 6,641 | 4,177 | 3,533 | 2,812 | 10,522 | 44,368 |
| Gran Fury | 1,019 | 1,139 | 1,293 | 3,451 | 1,965 | 1,906 | 2,499 | 6,370 | 990 | 1,610 | 1,867 | 4,467 | 2,544 | 986 | 0 | 3,530 | 17,818 |
| Chrysler Total | 49,260 | 46,323 | 38,134 | 133,717 | 37,247 | 28,797 | 37,256 | 103,300 | 16,012 | 22,417 | 26,598 | 65,027 | 29,843 | 19,847 | 16,903 | 66,593 | 368,637 |
| Laser | 4,657 | 4,468 | 4,228 | 13,353 | 4,031 | 3,320 | 3,267 | 10,618 | 1,356 | 0 | 0 | 1,356 | 0 | 0 | 0 | 0 | 25,327 |
| LeBaron K | 12,095 | 11,230 | 8,944 | 32,269 | 9,709 | 9,209 | 9,292 | 28,210 | 2,525 | 2,305 | 3,820 | 8,650 | 5,008 | 4,439 | 4,587 | 14,034 | 83,163 |
| LeBaron J | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4,164 | 579 | 3,464 | 8,207 | 4,043 |
| LeBaron GTS | 10,534 | 10,289 | 7,182 | 28,005 | 4,746 | 692 | 7,579 | 13,017 | 6,081 | 4,334 | 5,859 | 16,274 | 5,901 | 3,783 | 3,456 | 13,040 | 68,699 |
| New Yorker | 7,075 | 6,119 | 6,479 | 19,673 | 6,534 | 5,843 | 5,990 | 18,367 | 581 | 4,249 | 5,411 | 10,241 | 14,870 | 5,486 | 5,396 | 25,752 | 64,964 |
| Fifth Avenue | 14,899 | 14,217 | 11,301 | 40,417 | 12,227 | 9,733 | 11,128 | 33,088 | 5,469 | 11,529 | 11,508 | 28,506 | 0 | 5,560 | 0 | 5,560 | 122,441 |
| Dodge Total | 47,139 | 44,214 | 44,760 | 136,113 | 44,902 | 42,765 | 49,123 | 136,790 | 32,312 | 36,315 | 41,449 | 110,076 | 48,237 | 38,942 | 36,246 | 123,425 | 506,404 |
| Daytona | 4,631 | 4,062 | 3,917 | 12,610 | 5,532 | 4,947 | 4,768 | 15,247 | 2,486 | 0 | 0 | 2,486 | 0 | 577 | 2,177 | 2,754 | 33,097 |
| Omni | 14,045 | 12,629 | 12,732 | 39,406 | 13,346 | 13,783 | 13,002 | 40,131 | 15,332 | 14,708 | 14,735 | 44,775 | 15,208 | 12,298 | 11,598 | 39,104 | 163,416 |
| Shadow | 0 | 0 | 0 | 0 | 0 | 32 | 1,029 | 1,061 | 4,025 | 3,409 | 4,378 | 11,812 | 7,390 | 7,981 | 6,863 | 22,234 | 35,107 |
| Aries | 10,638 | 11,253 | 11,879 | 33,770 | 10,537 | 12,689 | 14,554 | 37,780 | 2,428 | 7,620 | 10,364 | 20,412 | 14,681 | 10,530 | 9,138 | 34,349 | 126,311 |
| Dodge 600 | 7,474 | 6,652 | 7,576 | 21,702 | 8,246 | 7,144 | 7,092 | 22,482 | 1,859 | 2,736 | 3,157 | 7,752 | 4,627 | 3,694 | 3,806 | 12,127 | 64,063 |
| Lancer | 8,341 | 7,616 | 5,433 | 21,390 | 3,247 | 477 | 4,423 | 8,147 | 3,813 | 2,433 | 3,354 | 9,600 | 3,169 | 2,847 | 2,664 | 8,680 | 47,817 |
| Diplomat | 2,010 | 2,002 | 3,223 | 7,235 | 3,994 | 3,693 | 4,255 | 11,942 | 2,369 | 5,403 | 5,461 | 13,239 | 3,162 | 1,015 | 0 | 4,177 | 36,593 |
| **FORD MOTOR** | 149,078 | 146,864 | 150,615 | 446,557 | 178,727 | 161,717 | 156,511 | 496,955 | 108,495 | 143,209 | 131,964 | 383,668 | 152,919 | 138,965 | 145,252 | 437,136 | 1,764,316 |
| Ford Division | 100,612 | 100,197 | 103,597 | 304,406 | 122,134 | 111,536 | 106,200 | 339,870 | 76,159 | 96,277 | 95,195 | 267,631 | 108,535 | 100,336 | 101,178 | 310,049 | 1,221,956 |
| Escort/EXP | 34,101 | 33,287 | 32,804 | 100,192 | 38,082 | 33,789 | 31,771 | 103,642 | 21,865 | 33,331 | 23,977 | 79,173 | 38,648 | 29,697 | 27,007 | 95,352 | 378,359 |
| Mustang | 17,642 | 16,686 | 16,009 | 50,337 | 18,357 | 17,338 | 15,535 | 51,230 | 18,026 | 8,163 | 17,465 | 43,654 | 4,853 | 12,861 | 14,802 | 32,516 | 177,737 |
| Tempo | 18,745 | 16,897 | 16,839 | 52,481 | 18,132 | 18,336 | 16,446 | 52,914 | 11,433 | 15,936 | 15,531 | 42,900 | 18,676 | 14,957 | 16,880 | 50,513 | 198,808 |
| Taurus | 14,219 | 18,639 | 24,328 | 57,186 | 32,251 | 28,128 | 30,973 | 91,352 | 16,442 | 27,735 | 38,222 | 82,399 | 39,890 | 30,822 | 34,020 | 104,732 | 335,669 |
| Thunderbird | 15,905 | 14,688 | 13,617 | 44,210 | 15,312 | 13,945 | 11,475 | 40,732 | 8,393 | 11,112 | 0 | 19,505 | 6,468 | 11,999 | 8,469 | 26,936 | 131,383 |
| L-M Division | 48,466 | 46,667 | 47,018 | 142,151 | 56,593 | 50,181 | 50,311 | 157,085 | 32,336 | 46,932 | 36,769 | 116,037 | 44,384 | 38,629 | 44,074 | 127,087 | 542,360 |
| Mercury Total | 32,558 | 30,747 | 31,837 | 95,142 | 39,791 | 34,738 | 35,653 | 110,182 | 23,188 | 34,203 | 19,795 | 77,186 | 24,436 | 22,769 | 29,610 | 76,815 | 359,325 |
| Lynx | 6,727 | 5,333 | 4,826 | 16,886 | 5,456 | 6,051 | 5,852 | 17,359 | 3,921 | 5,960 | 3,220 | 13,101 | 3,946 | 4,636 | 4,318 | 12,900 | 60,246 |
| Capri | 1,960 | 1,247 | 1,172 | 4,379 | 1,752 | 637 | 2,656 | 5,045 | 1,415 | 1,435 | 70 | 2,920 | 0 | 0 | 0 | 0 | 12,344 |
| Topaz | 6,318 | 5,459 | 4,676 | 16,453 | 5,840 | 4,393 | 5,115 | 15,348 | 3,504 | 4,125 | 4,284 | 11,913 | 5,994 | 4,311 | 3,557 | 13,862 | 57,576 |
| Cougar | 10,442 | 9,756 | 9,724 | 29,922 | 11,196 | 11,567 | 12,910 | 35,673 | 8,398 | 12,960 | 0 | 21,358 | 106 | 3,921 | 10,849 | 14,876 | 101,829 |
| Sable | 7,111 | 8,952 | 11,439 | 27,502 | 15,547 | 12,090 | 9,120 | 36,757 | 5,950 | 9,723 | 12,221 | 27,894 | 14,390 | 9,901 | 10,886 | 35,177 | 127,330 |
| Lincoln Total | 15,908 | 15,920 | 15,181 | 47,009 | 16,802 | 15,443 | 14,658 | 46,903 | 9,148 | 12,729 | 16,974 | 38,851 | 19,948 | 15,860 | 14,464 | 50,272 | 183,035 |
| Continental | 1,900 | 1,778 | 1,690 | 5,368 | 1,876 | 1,712 | 1,624 | 5,212 | 1,030 | 1,287 | 1,707 | 4,024 | 2,000 | 1,575 | 1,449 | 5,024 | 19,628 |
| Lincoln | 11,938 | 11,940 | 11,387 | 35,265 | 12,600 | 11,582 | 11,003 | 35,185 | 6,859 | 9,539 | 12,732 | 29,130 | 14,961 | 11,897 | 10,848 | 37,706 | 137,286 |
| Mark VII | 2,070 | 2,202 | 2,104 | 6,376 | 2,326 | 2,149 | 2,031 | 6,506 | 1,259 | 1,903 | 2,535 | 5,697 | 2,987 | 2,388 | 2,167 | 7,542 | 26,121 |
| **GENERAL MOTORS** | 425,425 | 382,590 | 351,325 | 1,159,340 | 396,313 | 376,152 | 387,823 | 1,160,288 | 290,521 | 194,759 | 343,019 | 828,299 | 382,515 | 291,813 | 302,475 | 976,803 | 4,124,730 |
| Buick Total | 71,755 | 55,607 | 56,725 | 184,087 | 71,392 | 74,591 | 78,272 | 224,855 | 65,652 | 41,073 | 72,979 | 179,704 | 68,964 | 59,888 | 58,468 | 187,320 | 775,966 |
| Skyhawk | 8,176 | 7,050 | 6,868 | 22,094 | 8,305 | 7,710 | 7,919 | 23,934 | 6,704 | 4,844 | 6,485 | 18,033 | 8,263 | 5,514 | 4,591 | 18,368 | 82,429 |
| Century | 25,496 | 16,934 | 18,094 | 60,524 | 25,677 | 22,675 | 21,083 | 69,435 | 20,258 | 8,998 | 15,430 | 44,686 | 15,649 | 20,882 | 18,961 | 55,492 | 230,137 |
| Regal | 4,099 | 2,399 | 5,241 | 11,739 | 5,148 | 8,590 | 9,358 | 23,096 | 1,200 | 5,250 | 5,572 | 12,022 | 4,794 | 3,688 | 5,558 | 14,040 | 60,897 |
| Somerset/Skylark | 9,436 | 7,008 | 7,464 | 23,908 | 10,620 | 10,350 | 12,179 | 33,149 | 12,575 | 3,993 | 10,111 | 26,679 | 10,630 | 9,223 | 9,184 | 29,037 | 112,773 |
| LeSabre (fwd) | 6,283 | 8,523 | 10,261 | 25,067 | 11,671 | 14,589 | 17,384 | 43,644 | 16,301 | 13,428 | 19,563 | 49,292 | 17,108 | 11,645 | 10,113 | 38,866 | 156,869 |
| LeSabre (rwd) | 1,015 | 1,025 | 1,393 | 3,433 | 1,266 | 1,445 | 1,445 | 4,156 | 1,273 | 1,403 | 1,336 | 4,012 | 1,441 | 926 | 1,224 | 3,591 | 15,192 |
| Electra | 15,776 | 11,047 | 5,615 | 32,438 | 6,688 | 6,501 | 5,975 | 19,164 | 4,121 | 150 | 14,482 | 18,753 | 8,930 | 6,095 | 6,179 | 21,204 | 91,559 |
| Riviera | 1,474 | 1,621 | 1,789 | 4,884 | 2,617 | 2,731 | 2,929 | 8,277 | 3,220 | 3,007 | 0 | 6,227 | 2,149 | 1,915 | 2,658 | 6,722 | 26,110 |
| Cadillac Total | 25,892 | 24,785 | 25,615 | 76,292 | 31,365 | 34,956 | 34,796 | 101,117 | 18,786 | 24,300 | 22,331 | 65,417 | 27,857 | 22,180 | 26,233 | 76,270 | 319,096 |
| Cimarron | 1,825 | 1,866 | 2,679 | 6,370 | 2,706 | 2,703 | 2,655 | 8,064 | 1,661 | 819 | 2,088 | 4,568 | 1,051 | 2,009 | 1,185 | 4,245 | 23,247 |
| Allante | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 53 | 53 | 53 |
| Brougham (rwd) | 4,827 | 7,896 | 7,616 | 20,339 | 8,626 | 10,353 | 9,783 | 28,762 | 0 | 8,675 | 5,018 | 13,693 | 5,451 | 3,183 | 5,041 | 13,675 | 76,469 |
| DeVille (fwd) | 16,594 | 12,188 | 12,047 | 40,829 | 15,187 | 16,868 | 16,939 | 48,994 | 10,394 | 10,303 | 15,225 | 35,922 | 17,368 | 13,442 | 15,052 | 45,862 | 171,607 |
| Eldorado | 1,552 | 1,654 | 1,879 | 5,085 | 2,428 | 2,521 | 2,719 | 7,668 | 3,314 | 2,293 | 0 | 5,607 | 2,160 | 2,117 | 2,609 | 6,886 | 25,246 |
| Seville | 1,094 | 1,181 | 1,394 | 3,669 | 2,418 | 2,511 | 2,700 | 7,629 | 3,417 | 2,210 | 0 | 5,627 | 1,827 | 1,429 | 2,293 | 5,549 | 22,474 |
| Chevrolet Total | 150,192 | 125,007 | 110,248 | 385,447 | 119,919 | 110,437 | 107,416 | 337,772 | 74,758 | 66,415 | 117,108 | 258,281 | 132,805 | 98,018 | 98,387 | 329,210 | 1,310,710 |
| Chevette | 11,718 | 10,656 | 7,048 | 29,422 | 10,789 | 7,152 | 9,825 | 27,766 | 1,416 | 5,558 | 10,798 | 17,772 | 11,755 | 9,733 | 9,040 | 30,528 | 105,488 |
| Camaro | 21,720 | 20,095 | 13,805 | 55,620 | 20,122 | 16,200 | 14,642 | 50,964 | 8,293 | 8,326 | 14,190 | 30,809 | 15,215 | 11,836 | 8,141 | 35,192 | 172,585 |
| Cavalier | 41,753 | 37,663 | 32,967 | 112,383 | 36,237 | 36,158 | 36,476 | 108,871 | 29,134 | 21,818 | 34,537 | 85,489 | 34,370 | 28,184 | 25,857 | 88,411 | 395,154 |
| Celebrity | 26,290 | 26,225 | 28,355 | 80,870 | 23,901 | 23,616 | 19,710 | 67,227 | 13,646 | 301 | 20,537 | 34,484 | 33,340 | 21,193 | 20,869 | 75,402 | 257,983 |
| Corsica/Beretta | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 458 | 1,443 | 1,901 | 2,986 | 4,204 | 8,109 | 15,299 | 17,200 |
| Monte Carlo | 11,844 | 9,498 | 10,083 | 31,425 | 9,599 | 9,152 | 9,115 | 27,866 | 9,551 | 11,021 | 9,586 | 30,158 | 7,611 | 6,661 | 6,327 | 20,599 | 110,048 |
| Chevrolet | 36,867 | 17,655 | 14,943 | 69,465 | 16,283 | 15,451 | 14,936 | 46,670 | 11,171 | 16,208 | 23,303 | 50,682 | 24,598 | 14,594 | 17,833 | 57,025 | 223,842 |
| Corvette | 0 | 3,215 | 3,047 | 6,262 | 2,988 | 2,708 | 2,712 | 8,408 | 1,547 | 2,725 | 2,714 | 6,986 | 2,930 | 1,613 | 2,211 | 6,754 | 28,410 |
| Oldsmobile Total | 105,105 | 102,791 | 93,212 | 301,108 | 97,846 | 86,596 | 91,723 | 276,165 | 72,783 | 37,223 | 60,037 | 170,043 | 69,606 | 51,955 | 58,296 | 179,857 | 927,173 |
| Firenza | 4,391 | 4,290 | 5,131 | 13,812 | 4,645 | 2,381 | 1,645 | 8,671 | 876 | 2,411 | 3,384 | 6,671 | 4,703 | 2,465 | 1,890 | 9,058 | 38,212 |
| Calais | 13,717 | 13,592 | 10,568 | 37,877 | 9,745 | 8,865 | 8,779 | 27,389 | 8,983 | 4,191 | 11,112 | 24,286 | 12,468 | 8,774 | 9,835 | 31,077 | 120,629 |
| Cutlass Ciera | 30,649 | 25,716 | 19,465 | 75,830 | 20,936 | 20,503 | 25,978 | 67,417 | 23,432 | 6,356 | 13,288 | 43,076 | 18,575 | 16,262 | 15,453 | 50,290 | 236,613 |
| Cutlass Supreme | 20,159 | 18,055 | 15,288 | 53,502 | 13,120 | 8,262 | 7,654 | 29,036 | 1,020 | 4,096 | 5,193 | 10,309 | 5,125 | 5,247 | 3,817 | 14,189 | 107,036 |
| 88 (fwd) | 18,486 | 26,608 | 30,040 | 75,134 | 36,913 | 35,143 | 35,406 | 107,462 | 27,772 | 9,924 | 15,106 | 52,802 | 12,567 | 8,464 | 15,889 | 36,920 | 272,318 |
| 88 (rwd) | 2,903 | 1,724 | 1,649 | 6,276 | 1,529 | 1,941 | 2,003 | 5,473 | 0 | 1,312 | 1,401 | 2,713 | 2,049 | 1,102 | 1,415 | 4,566 | 19,028 |
| 98 | 13,741 | 11,434 | 9,968 | 35,143 | 9,066 | 7,507 | 8,108 | 24,681 | 8,043 | 7,189 | 10,553 | 25,785 | 12,576 | 8,283 | 8,090 | 28,949 | 114,558 |
| Toronado | 1,059 | 1,372 | 1,103 | 3,534 | 1,892 | 1,994 | 2,150 | 6,036 | 2,657 | 1,744 | 0 | 4,401 | 1,543 | 1,358 | 1,907 | 4,808 | 18,779 |
| Pontiac Total | 72,481 | 74,400 | 65,525 | 212,406 | 75,191 | 69,572 | 75,616 | 220,379 | 58,542 | 25,748 | 70,564 | 154,854 | 83,283 | 59,772 | 61,091 | 204,146 | 791,785 |
| Acadian* | 961 | 1,237 | 1,275 | 3,473 | 2,291 | 1,807 | 1,754 | 5,852 | 431 | 453 | 1,906 | 2,792 | 1,536 | 955 | 1,931 | 4,422 | 16,539 |
| Fiero | 4,721 | 9,610 | 6,390 | 20,721 | 6,703 | 6,095 | 7,129 | 19,927 | 3,336 | 762 | 6,384 | 10,482 | 8,071 | 4,500 | 6,034 | 18,605 | 69,735 |
| 1000 | 1,621 | 1,616 | 1,917 | 5,154 | 1,711 | 1,793 | 2,493 | 5,997 | 35 | 844 | 1,349 | 2,228 | 2,058 | 1,377 | 0 | 3,435 | 16,814 |
| Firebird | 11,613 | 10,744 | 7,308 | 29,665 | 10,734 | 8,890 | 13,039 | 32,663 | 7,361 | 4,902 | 8,302 | 20,565 | 9,622 | 7,774 | 4,820 | 22,216 | 105,109 |
| Sunbird | 12,555 | 11,589 | 11,907 | 36,051 | 13,143 | 12,972 | 13,276 | 39,391 | 8,251 | 7,481 | 14,948 | 30,680 | 9,922 | 7,827 | 6,296 | 24,045 | 130,167 |
| Grand Am | 19,239 | 17,326 | 18,164 | 54,729 | 21,142 | 20,142 | 20,092 | 61,376 | 21,486 | 8,510 | 22,338 | 52,334 | 26,179 | 17,230 | 19,470 | 62,879 | 231,318 |
| 6000 | 12,040 | 15,167 | 12,477 | 39,684 | 12,927 | 13,682 | 13,792 | 40,401 | 14,326 | 499 | 7,031 | 21,856 | 11,120 | 9,622 | 9,702 | 30,444 | 132,385 |
| Bonneville | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5,214 | 5,214 | 13,693 | 9,415 | 11,564 | 34,672 | 39,886 |
| Safari/Parisenne | 9,731 | 7,111 | 6,087 | 22,929 | 6,540 | 4,191 | 4,041 | 14,772 | 3,316 | 2,297 | 3,090 | 8,703 | 1,082 | 1,072 | 1,274 | 3,428 | 49,832 |
| **HONDA** | 15,943 | 15,130 | 14,339 | 45,412 | 16,774 | 16,876 | 17,443 | 51,093 | 17,992 | 22,581 | 23,986 | 64,559 | 29,735 | 25,626 | 21,734 | 77,095 | 238,159 |
| Civic | 0 | 0 | 0 | 0 | 2 | 8 | 30 | 40 | 485 | 2245 | 3,635 | 6,365 | 6,487 | 6,173 | 5,283 | 17,943 | 24,348 |
| Accord | 15,943 | 15,130 | 14,339 | 45,412 | 16,772 | 16,868 | 17,413 | 51,053 | 17,507 | 20336 | 20,351 | 58,194 | 23,248 | 19,453 | 16,451 | 59,152 | 213,811 |
| **NISSAN** | 7,900 | 7,175 | 6,442 | 21,517 | 0 | 13 | 12 | 25 | 6 | 2,425 | 7,635 | 10,066 | 12,543 | 11,090 | 9,906 | 33,539 | 65,147 |
| **NUMMI** | 16,005 | 16,809 | 17,012 | 49,826 | 20,016 | 19,611 | 19,282 | 58,909 | 18,621 | 17,348 | 13,851 | 49,820 | 18,226 | 15,486 | 13,587 | 47,299 | 205,854 |
| Corolla FX-16 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1,738 | 1,738 | 4,777 | 4,166 | 3,637 | 12,580 | 14,318 |
| Nova | 16,005 | 16,809 | 17,012 | 49,826 | 20,016 | 19,611 | 19,282 | 58,909 | 18,621 | 17,348 | 12,113 | 48,082 | 13,449 | 11,320 | 9,950 | 34,719 | 191,536 |
| **VOLKSWAGEN** | 7,199 | 7,178 | 7,643 | 22,020 | 8,822 | 8,400 | 8,504 | 25,726 | 2,984 | 4,280 | 8,457 | 15,721 | 9,068 | 7,000 | 4,862 | 20,930 | 84,397 |
| Total Cars U.S. | 759,222 | 702,646 | 668,838 | 2,130,706 | 741,584 | 697,077 | 722,608 | 2,161,269 | 512,588 | 480,857 | 640,760 | 1,634,205 | 731,245 | 587,724 | 584,548 | 1,903,517 | 7,829,697 |

*Built for sale in Canada only.

# PRODUCTION

Car production in the United States in the 1986 calendar year dropped 4.35 percent from 1985.

According to the companies' final figures, 7,829,697 cars were built in 1986 compared to 8,186,040 units in 1985.

Five companies reported production gains in 1986: New United Motor Manufacturing Inc. more than tripled its output to 205,854 units; American Honda Mfg. Inc. rose 70.75 percent to 248,159; Nissan Motor Mfg. Corp. U.S.A. climbed 48.70 percent to 65,147; Ford Motor Co. went up 7.83 percent to 1,764,316; and Chrysler Motors advanced 1.71 percent to 1,287,659. ■

## U.S. CAR OUTPUT BY CALENDAR YEAR

| | |
|---|---|
| 1986 | 7,829,697 |
| 1985 | 8,186,040 |
| 1984 | 7,777,721 |
| 1983 | 7,112,352 |
| 1982 | 4,973,870 |
| 1981 | 6,280,045 |
| 1980 | 6,416,885 |
| 1979 | 8,418,369 |
| 1978 | 9,153,299 |
| 1977 | 9,293,674 |
| 1976 | 8,537,759 |
| 1975 | 6,740,584 |
| 1974 | 7,309,763 |
| 1973 | 9,667,118 |
| 1972 | 8,827,706 |
| 1971 | 8,557,878 |
| 1970 | 6,550,077 |
| 1969 | 8,224,267 |
| 1968 | 8,848,507 |
| 1967 | 7,412,610 |
| 1966 | 8,604,726 |
| 1965 | 9,335,208 |
| 1964 | 7,744,888 |
| 1963 | 7,644,359 |
| 1962 | 6,943,470 |
| 1961 | 5,522,004 |
| 1960 | 6,703,086 |
| 1959 | 5,599,471 |

Car production in the United States in the 1986 model year declined to 7,890,392 units, down from 7,975,390 in 1985.

General Motors '86 model production fell to 4,350,839 from 4,490,883 in '85. Ford Motor Co. increased to 1,809,604 from 1,735,782.

Chrysler Motors declined to 1,168,836 in '86 from 1,315,326 in '85. American Motors dropped to 64,873 from 150,189.

New United Motor Mfg. Inc. produced 179,026 '86 model cars compared to 27,943 in '85. American Honda Mfg. Inc. turned out 181,101 in '86 compared to 155,102 in '85. Nissan Motor Mfg. Corp. U.S.A. built 50,763 in 1986 compared to 17,368 in '85. Volkswagen of America made 85,350 units in '86 compared to 82,797 in '85. ■

## U.S. CAR OUTPUT BY MODEL YEAR

| | |
|---|---|
| 1986 | 7,890,392 |
| 1985 | 7,975,390 |
| 1984 | 8,102,269 |
| 1983 | 5,768,893 |
| 1982 | 5,447,135 |
| 1981 | 6,639,954 |
| 1980 | 7,085,480 |
| 1979 | 9,526,024 |
| 1978 | 8,995,418 |
| 1977 | 9,159,100 |
| 1976 | 8,114,376 |
| 1975 | 6,523,880 |
| 1974 | 8,125,488 |
| 1973 | 9,915,802 |
| 1972 | 8,589,049 |
| 1971 | 7,221,290 |
| 1970 | 7,595,411 |
| 1969 | 8,440,765 |
| 1968 | 8,402,870 |
| 1967 | 7,666,898 |
| 1966 | 8,606,166 |
| 1965 | 7,882,679 |
| 1964 | 7,892,090 |
| 1963 | 7,339,992 |
| 1962 | 6,686,749 |
| 1961 | 5,407,256 |
| 1960 | 6,011,482 |
| 1959 | 5,566,527 |

## U.S. CAR OUTPUT, MODEL YEAR 1986 vs. 1985

| | 1986 Model Year | Pct. of Output | 1985 Model Year | Pct. of Output | Pct. of Change '86 vs. '85 |
|---|---|---|---|---|---|
| AMERICAN MOTORS | 64,873 | 0.82 | 150,189 | 1.88 | −1.06 |
| Renault Total | 64,873 | 0.82 | 150,189 | 1.88 | −1.06 |
| Alliance | 55,821 | 0.71 | 91,664 | 1.15 | −0.44 |
| Encore | 9,052 | 0.11 | 58,525 | 0.73 | −0.62 |
| CHRYSLER MOTORS | 1,168,836 | 14.81 | 1,315,326 | 16.49 | −1.68 |
| Plymouth Total | 350,573 | 4.44 | 393,711 | 4.94 | −0.49 |
| Horizon | 144,170 | 1.83 | 156,073 | 1.96 | −0.13 |
| Sundance | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Reliant | 153,362 | 1.94 | 166,966 | 2.09 | −0.15 |
| Caravelle* | 44,110 | 0.56 | 51,504 | 0.65 | −0.09 |
| Gran Fury | 8,931 | 0.11 | 19,168 | 0.24 | −0.13 |
| Chrysler Total | 367,898 | 4.66 | 420,780 | 5.28 | −0.61 |
| Laser | 43,210 | 0.55 | 58,337 | 0.73 | −0.18 |
| LeBaron | 96,760 | 1.23 | 101,028 | 1.27 | −0.04 |
| LeBaron GTS | 83,478 | 1.06 | 70,957 | 0.89 | +0.17 |
| N.Y./E-Class | 59,533 | 0.75 | 70,143 | 0.88 | −0.12 |
| Fifth Avenue | 84,917 | 1.08 | 120,315 | 1.51 | −0.43 |
| Dodge Total | 450,365 | 5.71 | 500,835 | 6.28 | −0.57 |
| Daytona | 46,761 | 0.59 | 50,107 | 0.63 | −0.04 |
| Omni | 136,701 | 1.73 | 146,731 | 1.84 | −0.11 |
| Shadow | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Aries | 122,167 | 1.55 | 141,841 | 1.78 | −0.23 |
| Dodge 600 | 69,956 | 0.89 | 69,352 | 0.87 | +0.02 |
| Lancer | 56,627 | 0.72 | 50,942 | 0.64 | +0.08 |
| Diplomat | 18,153 | 0.23 | 41,862 | 0.52 | −0.29 |
| FORD MOTOR | 1,809,604 | 22.93 | 1,735,782 | 21.76 | +1.17 |
| Ford Division | 1,253,525 | 15.89 | 1,149,427 | 14.41 | +1.47 |
| Escort | 390,227 | 4.95 | 364,345 | 4.57 | +0.38 |
| EXP | 0 | 0.00 | 26,462 | 0.33 | −0.33 |
| Mustang | 224,410 | 2.84 | 156,514 | 1.96 | +0.88 |
| Tempo | 166,078 | 2.10 | 201,535 | 2.53 | −0.42 |
| LTD | 72,483 | 0.92 | 205,535 | 2.58 | −1.66 |
| Taurus | 236,362 | 3.00 | 0 | 0.00 | +3.00 |
| Thunderbird | 163,965 | 2.08 | 151,852 | 1.90 | +0.17 |
| Crown Victoria | 0 | 0.00 | 43,184 | 0.54 | −0.54 |
| L-M Division | 556,079 | 7.05 | 586,355 | 7.35 | −0.30 |
| Mercury Total | 399,240 | 5.05 | 419,869 | 5.26 | −0.20 |
| Lynx | 71,559 | 0.91 | 80,551 | 1.01 | −0.10 |
| Capri | 20,869 | 0.26 | 18,654 | 0.23 | +0.03 |
| Topaz | 46,683 | 0.59 | 62,091 | 0.78 | −0.19 |
| Cougar | 135,909 | 1.72 | 117,274 | 1.47 | +0.25 |
| Marquis | 28,582 | 0.36 | 104,198 | 1.31 | −0.94 |
| Sable | 95,638 | 1.21 | 0 | 0.00 | +1.21 |
| Grand Marquis | 0 | 0.00 | 37,101 | 0.47 | −0.47 |
| Lincoln Total | 156,839 | 1.99 | 166,486 | 2.09 | −0.10 |
| Continental | 19,012 | 0.25 | 28,253 | 0.35 | −0.11 |
| Lincoln | 117,771 | 1.49 | 119,878 | 1.50 | −0.01 |
| Mark VII | 20,056 | 0.25 | 18,356 | 0.23 | +0.02 |
| GENERAL MOTORS | 4,350,839 | 55.15 | 4,490,883 | 56.32 | −1.17 |
| Buick Total | 850,103 | 10.77 | 1,002,906 | 12.58 | −1.80 |
| Skyhawk | 91,421 | 1.16 | 82,516 | 1.03 | +0.12 |
| Century | 274,507 | 3.48 | 257,192 | 3.22 | +0.25 |
| Regal | 91,230 | 1.16 | 124,546 | 1.56 | −0.41 |
| Skylark (X-Car) | 0 | 0.00 | 93,157 | 1.17 | −1.17 |
| Somerset/Skylark | 137,855 | 1.75 | 86,071 | 1.08 | +0.67 |
| LeSabre (fwd) | 94,972 | 1.20 | 0 | 0.00 | +1.20 |
| LeSabre/Electra | 18,126 | 0.23 | 157,256 | 1.97 | −1.74 |
| Electra | 119,854 | 1.52 | 136,863 | 1.72 | −0.20 |
| Riviera | 22,138 | 0.28 | 65,305 | 0.82 | −0.54 |
| Cadillac Total | 281,683 | 3.57 | 384,840 | 4.83 | −1.26 |
| Cimarron | 24,534 | 0.31 | 19,890 | 0.25 | +0.06 |
| Cadillac (rwd) | 49,137 | 0.62 | 51,701 | 0.65 | −0.03 |
| DeVille (fwd) | 167,572 | 2.12 | 197,093 | 2.47 | −0.35 |
| Eldorado | 21,342 | 0.27 | 76,401 | 0.96 | −0.69 |
| Seville | 19,098 | 0.24 | 39,755 | 0.50 | −0.26 |
| Chevrolet Total | 1,368,836 | 17.35 | 1,418,098 | 17.78 | −0.43 |
| Chevette | 103,244 | 1.31 | 123,499 | 1.55 | −0.24 |
| Camaro | 192,219 | 2.44 | 180,018 | 2.26 | +0.18 |
| Cavalier | 432,101 | 5.48 | 383,785 | 4.81 | +0.66 |
| Celebrity | 241,942 | 3.07 | 270,418 | 3.39 | −0.32 |
| Citation | 0 | 0.00 | 62,722 | 0.79 | −0.79 |
| Corsica/Beretta | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Monte Carlo | 119,210 | 1.51 | 122,057 | 1.53 | −0.02 |
| Chevrolet | 245,011 | 3.11 | 235,870 | 2.96 | +0.15 |
| Corvette | 35,109 | 0.44 | 39,729 | 0.50 | −0.05 |
| Oldsmobile Total | 1,050,756 | 13.32 | 1,165,649 | 14.62 | −1.30 |
| Firenza | 46,701 | 0.59 | 49,040 | 0.61 | −0.02 |
| Calais | 151,291 | 1.92 | 106,257 | 1.33 | +0.59 |
| Cutlass Ciera | 287,622 | 3.65 | 316,753 | 3.97 | −0.33 |
| Cutlass Supreme | 169,307 | 2.15 | 240,216 | 3.01 | −0.87 |
| 88 (fwd) | 234,266 | 2.97 | 0 | 0.00 | +2.97 |
| 88 (rwd) | 21,073 | 0.27 | 241,765 | 3.03 | −2.76 |
| Olds 98 | 124,572 | 1.58 | 169,433 | 2.12 | −0.55 |
| Toronado | 15,924 | 0.20 | 42,185 | 0.53 | −0.33 |
| Pontiac Total | 799,461 | 10.13 | 519,390 | 6.51 | +3.62 |
| Acadian* | 21,643 | 0.27 | 8,992 | 0.11 | +0.16 |
| Fiero | 83,974 | 1.06 | 76,371 | 0.96 | +0.11 |
| 1000 | 21,689 | 0.27 | 25,855 | 0.32 | −0.05 |
| Firebird | 110,483 | 1.40 | 95,880 | 1.20 | +0.20 |
| 2000 Sunbird | 135,101 | 1.71 | 111,899 | 1.40 | +0.31 |
| Grand Am | 223,596 | 2.83 | 82,560 | 1.04 | +1.80 |
| 6000 | 117,887 | 1.49 | 35,726 | 0.45 | +1.05 |
| Bonneville | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Safari/Parisienne | 85,088 | 1.08 | 82,107 | 1.03 | +0.05 |
| HONDA | 181,101 | 2.30 | 155,102 | 1.94 | +0.35 |
| Civic | 2,860 | 0.04 | 0 | 0.00 | +0.04 |
| Accord | 178,241 | 2.26 | 155,102 | 1.94 | +0.31 |
| NISSAN | 50,763 | 0.64 | 17,368 | 0.22 | +0.43 |
| NUMMI | 179,026 | 2.27 | 27,943 | 0.35 | +1.92 |
| Corolla | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Nova | 179,026 | 2.27 | 27,943 | 0.35 | +1.92 |
| VOLKSWAGEN | 85,350 | 1.08 | 82,797 | 1.04 | +0.04 |
| Golf/GTI | 85,350 | 1.08 | 82,797 | 1.04 | +0.04 |
| Jetta | 0 | 0.00 | 0 | 0.00 | 0.00 |
| Total Cars U.S. | 7,890,392 | 100.00 | 7,975,390 | 100.00 | |

NOTE: *—Built for sale in Canada only.
Percentage rounded.

## U.S. CAR OUTPUT, CALENDAR 1986 vs. 1985

| | 1986 Calendar Year | Pct. of Output | 1985 Calendar Year | Pct. of Output | Pct. of Change '86 vs. '85 |
|---|---|---|---|---|---|
| AMERICAN MOTORS | 49,435 | 0.63 | 111,138 | 1.36 | −0.73 |
| Renault Total | 49,435 | 0.63 | 111,138 | 1.36 | −0.73 |
| Alliance | 46,088 | 0.59 | 74,292 | 0.91 | −0.32 |
| Encore | 3,347 | 0.04 | 36,846 | 0.45 | −0.41 |
| CHRYSLER MOTORS | 1,287,659 | 16.45 | 1,266,068 | 15.47 | +0.98 |
| Plymouth Total | 422,618 | 5.40 | 369,487 | 4.51 | +0.88 |
| Horizon | 171,882 | 2.20 | 142,611 | 1.74 | +0.45 |
| Sundance | 36,855 | 0.47 | 0 | 0.00 | +0.47 |
| Reliant | 151,695 | 1.94 | 162,690 | 1.99 | −0.05 |
| Caravelle | 44,368 | 0.57 | 49,006 | 0.60 | −0.03 |
| Gran Fury | 17,818 | 0.23 | 15,180 | 0.19 | +0.04 |
| Chrysler Total | 368,637 | 4.71 | 414,193 | 5.06 | −0.35 |
| Laser | 25,327 | 0.32 | 52,209 | 0.64 | −0.31 |
| LeBaron | 83,163 | 1.06 | 96,339 | 1.18 | −0.11 |
| LeBaron J Coupe | 4,043 | 0.05 | 0 | 0.00 | +0.05 |
| LeBaron GTS | 68,699 | 0.88 | 95,187 | 1.16 | −0.29 |
| N.Y./E-Class | 64,964 | 0.83 | 64,342 | 0.79 | +0.04 |
| Fifth Avenue | 122,441 | 1.56 | 106,116 | 1.30 | +0.27 |
| Dodge Total | 496,404 | 6.34 | 482,388 | 5.89 | +0.45 |
| Daytona | 33,097 | 0.42 | 47,746 | 0.58 | −0.16 |
| Omni | 163,416 | 2.09 | 136,823 | 1.67 | +0.42 |
| Shadow | 35,107 | 0.45 | 0 | 0.00 | +0.45 |
| Aries | 126,311 | 1.61 | 135,186 | 1.65 | −0.04 |
| Dodge 600 | 64,063 | 0.82 | 66,835 | 0.82 | 0.00 |
| Lancer | 47,817 | 0.61 | 65,097 | 0.80 | −0.18 |
| Diplomat | 26,593 | 0.34 | 30,701 | 0.38 | −0.04 |
| FORD MOTOR | 1,764,316 | 22.53 | 1,636,150 | 19.99 | +2.55 |
| Ford Division | 1,221,956 | 15.61 | 1,098,647 | 13.42 | +2.19 |
| Escort | 378,359 | 4.83 | 344,589 | 4.21 | +0.62 |
| EXP | 0 | 0.00 | 3,842 | 0.05 | −0.05 |
| Mustang | 177,737 | 2.27 | 187,776 | 2.29 | −0.02 |
| Tempo | 198,808 | 2.54 | 188,124 | 2.30 | +0.24 |
| LTD | 0 | 0.00 | 184,431 | 2.25 | −2.25 |
| Taurus | 335,669 | 4.29 | 12,250 | 0.15 | +4.14 |
| Thunderbird | 131,383 | 1.68 | 170,513 | 2.08 | −0.40 |
| Crown Victoria | 0 | 0.00 | 7,122 | 0.09 | −0.09 |
| L-M Division | 542,360 | 6.93 | 537,503 | 6.57 | +0.36 |
| Mercury Total | 359,325 | 4.59 | 374,426 | 4.57 | +0.02 |
| Lynx | 60,246 | 0.77 | 75,078 | 0.92 | −0.15 |
| Capri | 12,344 | 0.16 | 20,095 | 0.25 | −0.09 |
| Topaz | 57,576 | 0.74 | 54,060 | 0.66 | +0.07 |
| Cougar | 101,829 | 1.30 | 129,788 | 1.59 | −0.28 |
| Marquis | 0 | 0.00 | 84,862 | 1.04 | −1.04 |
| Sable | 127,330 | 1.63 | 5,810 | 0.07 | +1.56 |
| Grand Marquis | 0 | 0.00 | 4,733 | 0.06 | −0.06 |
| Lincoln Total | 183,035 | 2.34 | 163,077 | 1.99 | +0.35 |
| Continental | 19,628 | 0.25 | 25,259 | 0.31 | −0.06 |
| Lincoln | 137,286 | 1.75 | 119,787 | 1.46 | +0.29 |
| Mark VII | 26,121 | 0.33 | 18,031 | 0.22 | +0.11 |
| GENERAL MOTORS | 4,124,730 | 52.68 | 4,822,478 | 58.89 | −6.23 |
| Buick Total | 775,966 | 9.91 | 1,001,461 | 12.23 | −2.32 |
| Skyhawk | 82,429 | 1.05 | 105,617 | 1.29 | −0.24 |
| Century | 230,137 | 2.94 | 299,104 | 3.65 | −0.71 |
| Regal | 60,897 | 0.78 | 137,018 | 1.67 | −0.90 |
| Skylark (X-Car) | 0 | 0.00 | 40,953 | 0.50 | −0.50 |
| Somerset/Skylark | 112,773 | 1.44 | 125,593 | 1.53 | −0.09 |
| LeSabre (fwd) | 156,869 | 2.00 | 9,960 | 0.12 | +1.88 |
| LeSabre/Electra | 15,192 | 0.19 | 96,652 | 1.18 | −0.99 |
| Electra | 91,559 | 1.17 | 138,682 | 1.69 | −0.52 |
| Riviera | 26,110 | 0.33 | 47,882 | 0.58 | −0.25 |
| Cadillac Total | 319,096 | 4.08 | 322,765 | 3.94 | +0.13 |
| Cimarron | 23,247 | 0.30 | 26,703 | 0.33 | −0.03 |
| Allante | 53 | 0.00 | 0 | 0.00 | 0.00 |
| Brougham (rwd) | 76,469 | 0.98 | 39,773 | 0.49 | +0.49 |
| DeVille (fwd) | 171,607 | 2.19 | 174,310 | 2.13 | +0.06 |
| Eldorado | 25,246 | 0.32 | 53,301 | 0.65 | −0.33 |
| Seville | 22,474 | 0.29 | 28,678 | 0.35 | −0.06 |
| Chevrolet Total | 1,310,710 | 16.74 | 1,627,767 | 19.88 | −3.14 |
| Chevette | 105,488 | 1.35 | 153,883 | 1.88 | −0.53 |
| Camaro | 172,585 | 2.20 | 214,429 | 2.62 | −0.42 |
| Cavalier | 395,154 | 5.05 | 492,004 | 6.01 | −0.96 |
| Celebrity | 257,983 | 3.29 | 264,097 | 3.23 | +0.07 |
| Citation | 0 | 0.00 | 28,697 | 0.35 | −0.35 |
| Corsica/Beretta | 17,200 | 0.22 | 0 | 0.00 | +0.22 |
| Monte Carlo | 110,048 | 1.41 | 138,532 | 1.69 | −0.29 |
| Chevrolet | 223,842 | 2.86 | 289,821 | 3.54 | −0.68 |
| Corvette | 28,410 | 0.36 | 46,304 | 0.57 | −0.20 |
| Oldsmobile Total | 927,173 | 11.84 | 1,168,982 | 14.28 | −2.44 |
| Firenza | 38,212 | 0.49 | 62,152 | 0.76 | −0.27 |
| Calais | 120,629 | 1.54 | 149,829 | 1.83 | −0.29 |
| Cutlass Ciera | 236,613 | 3.02 | 356,798 | 4.36 | −1.34 |
| Cutlass Supreme | 107,036 | 1.37 | 235,496 | 2.88 | −1.51 |
| 88 (fwd) | 272,318 | 3.48 | 23,460 | 0.29 | +3.19 |
| 88 (rwd) | 19,028 | 0.24 | 168,940 | 2.06 | −1.82 |
| Olds 98 | 114,558 | 1.46 | 143,277 | 1.75 | −0.29 |
| Toronado | 18,779 | 0.24 | 29,030 | 0.35 | −0.11 |
| Pontiac Total | 791,785 | 10.11 | 701,503 | 8.57 | +1.54 |
| Acadian* | 16,539 | 0.21 | 16,602 | 0.20 | +0.01 |
| Fiero | 69,735 | 0.89 | 109,569 | 1.34 | −0.45 |
| 1000 | 16,814 | 0.21 | 24,895 | 0.30 | −0.09 |
| Firebird | 105,109 | 1.34 | 114,290 | 1.40 | −0.05 |
| 2000 Sunbird | 130,167 | 1.66 | 142,947 | 1.75 | −0.08 |
| Grand Am | 231,318 | 2.95 | 143,259 | 1.75 | +1.20 |
| 6000 | 132,385 | 1.69 | 58,952 | 0.72 | +0.97 |
| Bonneville | 39,886 | 0.51 | 0 | 0.00 | +0.51 |
| Parisienne | 49,832 | 0.64 | 90,989 | 1.11 | −0.48 |
| HONDA | 248,159 | 3.17 | 145,337 | 1.78 | +1.39 |
| Civic | 34,348 | 0.44 | 0 | 0.00 | +0.44 |
| Accord | 213,811 | 2.73 | 145,337 | 1.78 | +0.96 |
| NISSAN | 65,147 | 0.83 | 43,810 | 0.54 | +0.30 |
| NUMMI | 205,854 | 2.63 | 64,601 | 0.79 | +1.84 |
| Corolla | 14,318 | 0.18 | 0 | 0.00 | +0.18 |
| Nova | 191,536 | 2.45 | 64,601 | 0.79 | +1.66 |
| VOLKSWAGEN | 84,397 | 1.08 | 96,458 | 1.18 | −0.10 |
| Golf/GTI | 83,247 | 1.06 | 96,458 | 1.18 | −0.12 |
| Jetta | 1,150 | 0.01 | 0 | 0.00 | +0.01 |
| Total Cars U.S. | 7,829,697 | 100.00 | 8,186,040 | 100.00 | |

NOTE: *—Built for sale in Canada only.

# PRODUCTION

## U.S. CALENDAR YEAR OUTPUT
## (By Size Classification)

### SUBCOMPACT

| 1986 Position | 1986 Total | Make | 1985 Total | 1985 Position |
|---|---|---|---|---|
| 1 | 378,359 | Escort | 344,589 | 1 |
| 2 | 213,811 | Accord | 145,337 | 3 |
| 3 | 191,536 | Nova | 64,601 | 10 |
| 4 | 171,882 | Horizon | 142,611 | 4 |
| 5 | 163,416 | Omni | 136,832 | 5 |
| 6 | 105,488 | Chevette | 153,883 | 2 |
| 7 | 83,247 | Golf/GTI | 96,458 | 7 |
| 8 | 69,735 | Fiero | 109,569 | 6 |
| 9 | 65,147 | Sentra | 43,810 | 13 |
| 10 | 60,246 | Lynx | 75,078 | 8 |
| 11 | 46,088 | Alliance | 74,292 | 9 |
| 12 | 33,097 | Daytona | 47,746 | 12 |
| 13 | 25,327 | Laser | 52,209 | 11 |
| 14 | 24,348 | Civic | — | |
| 15 | 16,814 | Pontiac 1000 | 24,895 | 15 |
| 16 | 16,539 | Acadian* | 16,602 | 16 |
| 17 | 14,318 | Corolla FX-16 | — | |
| 18 | 3,347 | Encore | 36,846 | 14 |
| | — | EXP | 3,842 | 17 |
| | 1,682,745 | Total | 1,569,191 | |
| | | **COMPACT** | | |
| 1 | 395,154 | Cavalier | 492,004 | 1 |
| 2 | 198,808 | Tempo | 188,124 | 3 |
| 3 | 177,737 | Mustang | 187,776 | 4 |
| 4 | 172,585 | Camaro | 214,429 | 2 |
| 5 | 151,695 | Reliant | 162,690 | 5 |
| 6 | 130,167 | 2000 Sunbird | 142,947 | 6 |
| 7 | 126,311 | Aries | 135,186 | 7 |
| 8 | 105,109 | Firebird | 114,290 | 8 |
| 9 | 83,163 | LeBaron K | 96,339 | 10 |
| 10 | 82,429 | Skyhawk | 105,617 | 9 |
| 11 | 57,576 | Topaz | 54,060 | 12 |
| 12 | 38,212 | Firenza | 62,152 | 11 |
| 13 | 36,855 | Sundance | — | |
| 14 | 35,107 | Shadow | — | |
| 15 | 23,247 | Cimarron | 26,703 | 13 |
| 16 | 12,344 | Capri | 20,095 | 14 |
| 17 | 1,150 | Jetta | — | |
| | 1,827,649 | Total | 2,002,412 | |
| | | **INTERMEDIATE** | | |
| 1 | 335,669 | Taurus | 12,250 | 22 |
| 2 | 257,983 | Celebrity | 264,097 | 3 |
| 3 | 236,613 | Cutlass Ciera | 356,798 | 1 |
| 4 | 231,318 | Grand Am | 143,259 | 8 |
| 5 | 230,137 | Century | 299,104 | 2 |
| 6 | 132,385 | 6000 | 90,989 | 14 |
| 7 | 131,383 | Thunderbird | 170,513 | 6 |
| 8 | 127,330 | Sable | 5,810 | 23 |
| 9 | 120,629 | Calais | 149,829 | 7 |
| 10 | 112,773 | Somerset | 125,593 | 12 |
| 11 | 110,048 | Monte Carlo | 138,532 | 9 |
| 12 | 107,036 | Cutlass Supreme | 235,496 | 4 |
| 13 | 101,829 | Cougar | 129,788 | 11 |
| 14 | 68,699 | LeBaron GTS | 95,187 | 13 |
| 15 | 64,964 | New Yorker | 64,342 | 18 |
| 16 | 64,063 | Dodge 600 | 66,835 | 16 |
| 17 | 60,897 | Regal | 137,018 | 10 |
| 18 | 47,817 | Lancer | 65,097 | 17 |
| 19 | 44,368 | Caravelle | 49,006 | 19 |
| 20 | 17,200 | Corsica/Beretta | — | |
| 21 | 4,043 | LeBaron J | — | |
| | — | LTD | 184,431 | 5 |
| | — | Citation | 28,697 | 21 |
| | — | Marquis | 84,862 | 15 |
| | — | Skylark | 40,953 | 20 |
| | 2,607,184 | Total | 2,938,486 | |
| | | **STANDARD** | | |
| 1 | 272,318 | Olds 88 (fwd) | 23,460 | 6 |
| 2 | 223,842 | Chevrolet | 289,821 | 1 |
| 3 | 156,869 | LeSabre (fwd) | 9,960 | 8 |
| 4 | 49,832 | Parisienne | 58,952 | 4 |
| 5 | 39,886 | Bonneville | — | |
| 6 | 36,593 | Diplomat | 30,701 | 5 |
| 7 | 19,028 | Olds 88 (rwd) | 168,940 | 2 |
| 8 | 17,818 | Gran Fury | 15,180 | 7 |
| 9 | 15,192 | LeSabre (rwd) | 96,652 | 3 |
| | — | Crown Victoria | 7,122 | 9 |
| | — | Grand Marquis | 4,733 | 10 |
| | 831,378 | Total | 705,521 | |
| | | **LUXURY** | | |
| 1 | 171,607 | DeVille | 174,310 | 1 |
| 2 | 137,286 | Lincoln | 119,787 | 4 |
| 3 | 122,441 | Fifth Avenue | 106,116 | 5 |
| 4 | 114,558 | Olds 98 | 143,277 | 2 |
| 5 | 91,559 | Electra | 138,682 | 3 |
| 6 | 76,469 | Cadillac (rwd) | 39,773 | 9 |
| 7 | 28,410 | Corvette | 46,304 | 8 |
| 8 | 26,121 | Mark VII | 18,031 | 13 |
| 9 | 26,110 | Riviera | 47,882 | 7 |
| 10 | 25,246 | Eldorado | 53,301 | 6 |
| 11 | 22,474 | Seville | 28,678 | 11 |
| 12 | 19,628 | Continental | 25,259 | 12 |
| 13 | 18,779 | Toronado | 29,030 | 10 |
| 14 | 53 | Allante | — | |
| | 880,741 | Total | 970,430 | |
| | 7,829,697 | Grand Total | 8,186,040 | |

*Built for sale in Canada only

## U.S. MODEL RUN OUTPUT
## (By Size Classification)

### SUBCOMPACT

| 1986 Position | 1986 Total | Make | 1985 Total | 1985 Position |
|---|---|---|---|---|
| 1 | 390,227 | Escort | 364,345 | 1 |
| 2 | 179,026 | Nova | 27,943 | 13 |
| 3 | 178,241 | Accord | 155,102 | 3 |
| 4 | 144,170 | Horizon | 156,073 | 2 |
| 5 | 136,701 | Omni | 146,731 | 4 |
| 6 | 103,244 | Chevette | 123,499 | 5 |
| 7 | 85,350 | Golf/GTI | 82,797 | 7 |
| 8 | 83,974 | Fiero | 76,371 | 9 |
| 9 | 71,559 | Lynx | 80,551 | 8 |
| 10 | 55,821 | Alliance | 91,664 | 6 |
| 11 | 50,763 | Sentra | 17,368 | 16 |
| 12 | 46,761 | Daytona | 50,107 | 12 |
| 13 | 43,210 | Laser | 58,337 | 11 |
| 14 | 21,689 | 1000 | 25,855 | 15 |
| 15 | 21,643 | Acadian* | 8,992 | 17 |
| 16 | 9,052 | Encore | 58,525 | 10 |
| 17 | 2,860 | Civic | — | |
| | — | EXP | 26,462 | 14 |
| | 1,624,291 | Total | 1,550,722 | |
| | | **COMPACT** | | |
| 1 | 432,101 | Cavalier | 383,785 | 1 |
| 2 | 224,410 | Mustang | 156,514 | 5 |
| 3 | 192,219 | Camaro | 180,018 | 3 |
| 4 | 166,078 | Tempo | 201,535 | 2 |
| 5 | 153,362 | Reliant | 166,966 | 4 |
| 6 | 135,101 | Sunbird | 111,899 | 7 |
| 7 | 122,167 | Aries | 141,841 | 6 |
| 8 | 110,483 | Firebird | 95,880 | 9 |
| 9 | 96,760 | LeBaron K | 101,028 | 8 |
| 10 | 91,421 | Skyhawk | 82,516 | 10 |
| 11 | 46,701 | Firenza | 49,040 | 12 |
| 12 | 46,683 | Topaz | 62,091 | 11 |
| 13 | 24,534 | Cimarron | 19,890 | 13 |
| 14 | 20,869 | Capri | 18,654 | 14 |
| | 1,862,889 | Total | 1,771,657 | |
| | | **INTERMEDIATE** | | |
| 1 | 287,622 | Cutlass Ciera | 316,753 | 1 |
| 2 | 274,507 | Century | 257,192 | 3 |
| 3 | 241,942 | Celebrity | 270,418 | 2 |
| 4 | 236,362 | Taurus | — | |
| 5 | 223,596 | Grand Am | 82,560 | 14 |
| 6 | 169,307 | Cutlass Supreme | 240,216 | 4 |
| 7 | 163,965 | Thunderbird | 151,852 | 6 |
| 8 | 151,291 | Calais | 106,257 | 10 |
| 9 | 137,855 | Somerset | 86,071 | 13 |
| 10 | 135,909 | Cougar | 117,274 | 9 |
| 11 | 119,210 | Monte Carlo | 122,057 | 8 |
| 12 | 117,887 | 6000 | 35,726 | 21 |
| 13 | 95,638 | Sable | — | |
| 14 | 91,230 | Regal | 124,546 | 7 |
| 15 | 83,478 | LeBaron GTS | 70,957 | 15 |
| 16 | 72,483 | LTD | 205,535 | 5 |
| 17 | 69,956 | Dodge 600 | 69,352 | 17 |
| 18 | 59,533 | New Yorker | 70,143 | 16 |
| 19 | 56,627 | Lancer | 50,942 | 20 |
| 20 | 44,110 | Caravelle | 51,504 | 19 |
| 21 | 28,582 | Marquis | 104,198 | 11 |
| | — | Skylark | 93,157 | 12 |
| | — | Citation | 62,722 | 18 |
| | 2,861,090 | Total | 2,689,432 | |
| | | **STANDARD** | | |
| 1 | 245,011 | Chevrolet | 235,870 | 2 |
| 2 | 234,266 | Olds 88 (fwd) | — | |
| 3 | 94,972 | LeSabre (fwd) | — | |
| 4 | 85,088 | Parisienne | 82,107 | 4 |
| 5 | 21,073 | Olds 88 (rwd) | 241,765 | 1 |
| 6 | 18,153 | Diplomat | 41,862 | 6 |
| 7 | 18,126 | LeSabre/Electra (rwd) | 157,256 | 3 |
| 8 | 8,931 | Gran Fury | 19,168 | 8 |
| | — | Crown Victoria | 43,184 | 5 |
| | — | Grand Marquis | 37,101 | 7 |
| | 725,620 | Total | 858,313 | |
| | | **LUXURY** | | |
| 1 | 167,572 | DeVille | 197,093 | 1 |
| 2 | 124,572 | Olds 98 | 169,433 | 2 |
| 3 | 119,854 | Electra | 136,863 | 3 |
| 4 | 117,771 | Lincoln | 119,878 | 5 |
| 5 | 84,917 | Fifth Avenue | 120,315 | 4 |
| 6 | 49,137 | Cadillac (rwd) | 51,701 | 8 |
| 7 | 35,109 | Corvette | 39,729 | 11 |
| 8 | 22,138 | Riviera | 65,305 | 7 |
| 9 | 21,342 | Eldorado | 76,401 | 6 |
| 10 | 20,056 | Mark VII | 18,355 | 13 |
| 11 | 19,098 | Seville | 39,755 | 10 |
| 12 | 19,012 | Continental | 28,253 | 12 |
| 13 | 15,924 | Toronado | 42,185 | 9 |
| | 816,502 | Total | 1,105,266 | |
| | 7,890,392 | Grand Total | 7,975,390 | |

*Built for sale in Canada only.

# PRODUCTION

## U.S. CAR PRODUCTION BY MONTHS

### 1981-1986

| | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 |
|---|---|---|---|---|---|---|
| January | 459,862 | 266,858 | 452,949 | 670,687 | 761,921 | 759,222 |
| February | 482,098 | 311,926 | 511,981 | 695,171 | 673,582 | 702,646 |
| March | 623,571 | 455,808 | 589,394 | 783,807 | 747,433 | 668,838 |
| April | 653,306 | 474,222 | 549,322 | 672,200 | 757,752 | 741,584 |
| May | 666,389 | 499,242 | 627,517 | 712,979 | 776,811 | 697,077 |
| June | 712,524 | 546,807 | 692,046 | 684,381 | 694,122 | 722,608 |
| July | 518,456 | 436,644 | 473,239 | 524,872 | 618,537 | 512,588 |
| August | 397,334 | 353,656 | 536,421 | 557,060 | 550,469 | 480,857 |
| September | 457,731 | 425,047 | 663,210 | 541,792 | 635,329 | 640,760 |
| October | 535,129 | 415,197 | 717,972 | 701,686 | 760,970 | 731,245 |
| November | 418,948 | 404,542 | 684,263 | 678,927 | 668,083 | 587,724 |
| December | 354,697 | 383,921 | 614,038 | 554,159 | 541,031 | 584,548 |
| Yearly Totals | 6,280,045 | 4,973,870 | 7,112,352 | 7,777,721 | 8.186,040 | 7,829,697 |

## WHERE 1987-MODEL CARS ARE BUILT

### UNITED STATES

**AMERICAN MOTORS**

| | |
|---|---|
| Kenosha, Wis. | Alliance, see Chrysler Kenosha |

**CHRYSLER MOTORS**

| | |
|---|---|
| Belvidere, Ill. | Omni, Horizon, Charger, Shelby Charger, Turismo |
| Jefferson (Detroit) | Aries, Reliant, Dodge 600, Caravelle, New Yorker |
| Kenosha, Wis. | Gran Fury, Diplomat, Fifth Avenue |
| Newark, Del. | Aries, Aries Wagon, Reliant, LeBaron, Chrysler Town & Country Wagon |
| St. Louis (No. 1) | LeBaron J, Reliant, Aries, Dodge 600 LeBaron K, Caravelle, Daytona |
| Sterling Heights, Mich. | LeBaron GTS, Lancer, Plymouth Sundance and Dodge Shadow |

**FORD MOTOR CO.**

| | |
|---|---|
| Atlanta | Taurus, Sable |
| Chicago | Taurus, Sable |
| Dearborn | Mustang |
| Edison, N.J. | Escort, Lynx |
| Kansas City | Tempo, Topaz |
| Lorain, Ohio | Thunderbird, Cougar |
| Wayne, Mich. | Escort, Lynx, Escort EXP |
| Wixom, Mich. | Lincoln, Mark VII, Continental |

**GENERAL MOTORS**

| | |
|---|---|
| Arlington, Texas | Monte Carlo, Cutlass Supreme |
| Bowling Green, Ky. | Corvette |
| Detroit (Clark Ave.) | Cadillac (rwd), Olds 88 (rwd), Caprice |
| Detroit-Hamtramck | Allante, Toronado, Riviera, Eldorado, Seville |
| Doraville, Ga. | Cutlass Ciera, Century |
| Fairfax, Kans. | Chevrolet, Olds 88, LeSabre (rwd), Parisienne |
| Flint, Mich. (Buick City) | LeSabre (fwd) |
| Framingham, Mass. | Celebrity, Cutlass Ciera |
| Janesville, Wis. | Cavalier, Cimarron |
| Lake Orion, Mich. | Cadillac/DeVille (rwd), Olds 98 |
| Lakewood, Ga. | Chevette, 1000, Acadian |
| Lansing | Calais, Grand Am, Somerset |
| Leeds, Mo. | Cavalier, Firenza, Skyhawk |
| Linden, N.J. | Corsica, Beretta |
| Lordstown, Ohio | Cavalier, Sunbird |
| Norwood, Ohio | Camaro, Firebird |
| Oklahoma City | Celebrity, Century |
| Pontiac | Fiero |
| Pontiac (No. 8) | Cutlass Supreme, Regal |
| Tarrytown, N.Y. | 6000, Century |
| Van Nuys, Calif. | Camaro, Firebird |
| Wentzville, Mo. | Electra, Olds 98, Old 88 (fwd) |
| Willow Run, Mich. | Bonneville, Olds 88 (fwd) |
| Wilmington, Del. | Caprice, Corsica, Beretta |

**HONDA OF AMERICA MFG. CO.**

| | |
|---|---|
| Marysville, Ohio | Accord, Civic |

**VOLKSWAGEN OF AMERICA**

| | |
|---|---|
| Westmoreland, Pa. | Golf, GTI, Jetta |

**NISSAN MOTOR MFG. CO.**

| | |
|---|---|
| Smyrna, Tenn. | Sentra |

**NEW UNITED MOTOR MFG. INC.**

| | |
|---|---|
| Fremont, Calif. | Nova, Corolla FX-16 |

### CANADA

**AMERICAN MOTORS**

| | |
|---|---|
| Brampton, Ont. | Eagle |

**FORD MOTOR CO.**

| | |
|---|---|
| Oakville, Ont. | Tempo, Topaz, Escort, Lynx |
| St. Thomas, Ont. | Crown Victoria, Grand Marquis |

**GENERAL MOTORS**

| | |
|---|---|
| Oshawa, Ont. (No. 1) | Cutlass Ciera, 6000 |
| Oshawa, Ont. (No. 2) | Celebrity |
| Ste. Therese, Quebec | Cutlass Supreme, Grand Prix |

**VOLVO**

| | |
|---|---|
| Halifax, Nova Scotia | Volvo |

### MEXICO

**CHRYSLER**

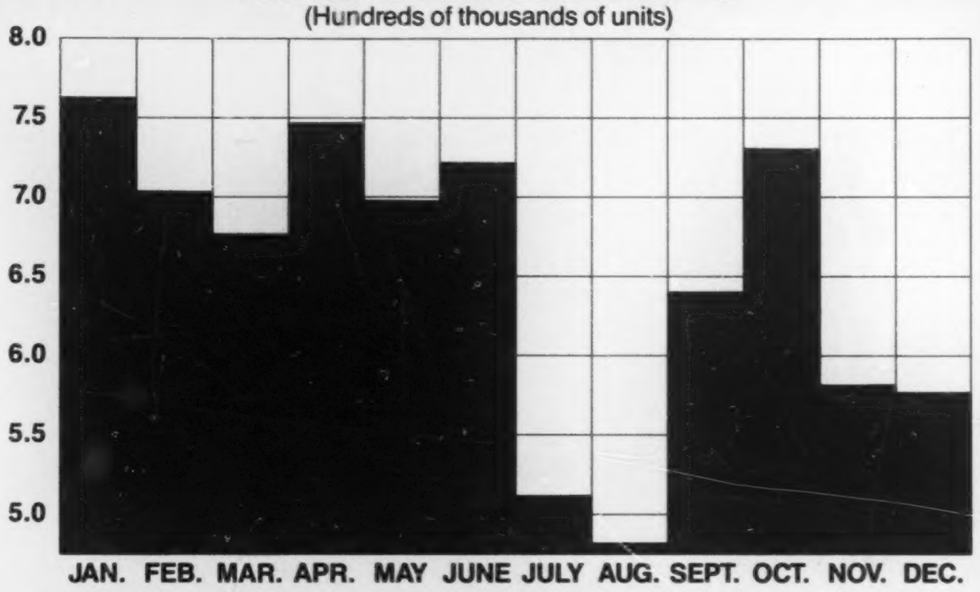
| | |
|---|---|
| Taloka | Aries, Reliant |

**FORD MOTOR CO.,**

| | |
|---|---|
| Hermosillo | Mercury Tracer |

## PRODUCTION FOR 1986 BY MONTHS

(Hundreds of thousands of units)



## GEOGRAPHICAL TRENDS IN U.S. CAR PRODUCTION

(Breakdown by states, 1986 vs. 1985)

| | Total Output 1986 | Pct. of Output 1986 | Overall Pos., 1986 | Total Output 1985 | Pct. of Output 1985 | Overall Pos., 1985 | Pct. Pt. Change '86 vs. '85 |
|---|---|---|---|---|---|---|---|
| Michigan | 2,637,154 | 33.69 | 1 | 2,430,785 | 29.70 | 1 | +3.99 |
| Missouri | 997,448 | 12.74 | 2 | 1,046,739 | 12.79 | 2 | −0.05 |
| Ohio | 876,980 | 11.20 | 3 | 898,341 | 10.97 | 3 | +0.23 |
| Georgia | 617,016 | 7.88 | 4 | 581,070 | 7.10 | 4 | +0.78 |
| Illinois | 562,164 | 7.18 | 5 | 488,332 | 5.97 | 5 | +1.21 |
| California | 342,471 | 4.37 | 6 | 251,632 | 3.07 | 12 | +1.30 |
| Oklahoma | 267,462 | 3.42 | 7 | 318,746 | 3.89 | 8 | −0.47 |
| Delaware | 263,855 | 3.37 | 8 | 450,582 | 5.50 | 6 | −2.13 |
| Wisconsin | 256,116 | 3.27 | 9 | 373,062 | 4.56 | 7 | −1.29 |
| Kansas | 209,731 | 2.68 | 10 | 254,904 | 3.11 | 11 | −0.43 |
| New York | 194,059 | 2.48 | 11 | 181,166 | 2.21 | 14 | +0.27 |
| Massachusetts | 153,562 | 1.96 | 12 | 191,718 | 2.34 | 13 | −0.38 |
| New Jersey | 142,783 | 1.82 | 13 | 272,081 | 3.32 | 9 | −1.50 |
| Texas | 130,942 | 1.67 | 14 | 260,322 | 3.18 | 10 | −1.51 |
| Pennsylvania | 84,397 | 1.08 | 15 | 96,458 | 1.18 | 15 | −0.10 |
| Tennessee | 65,147 | 0.83 | 16 | 43,810 | 0.54 | 17 | +0.29 |
| Kentucky | 28,410 | 0.36 | 17 | 46,290 | 0.57 | 16 | −0.21 |
| TOTALS | 7,829,697 | 100.00 | — | 8,186,040 | 100.00 | — | — |

## WHERE 1987-MODEL TRUCKS ARE BUILT

### UNITED STATES

**AMERICAN MOTORS**

| | |
|---|---|
| Toledo | Jeep vehicles |

**CHRYSLER MOTORS**

| | |
|---|---|
| Warren, Mich. | light-duty trucks, Ramcharger, standard and mid-size trucks |
| St. Louis (No. 2) | stretch minivans |

**FORD MOTOR CO.**

| | |
|---|---|
| Kansas City | light trucks |
| Kentucky Truck (Louisville) | medium, heavy and extra-heavy trucks |
| Lorain, Ohio | Econoline, Club Wagon |
| Louisville | Ranger, Bronco II |
| Michigan Truck (Wayne) | Bronco, light trucks |
| Norfolk | light trucks |
| St. Louis | Aerostar minivans |
| Twin Cities | light trucks, Ranger |

**FREIGHTLINER CORP.**

| | |
|---|---|
| Mount Holly, N.C. | heavy trucks |
| Portland, Ore. | heavy trucks |

**GENERAL MOTORS**

| | |
|---|---|
| Baltimore | Chevrolet Astro, GMC Safari, compact vans |
| Detroit | commercial, recreational, specialty vehicle chassis |
| Flint | Chevrolet, GMC pickups, Blazer, Jimmy, Suburban wagons, CUCV military vehicles |
| Janesville, Wis. | Chevrolet, GMC light trucks |
| Lordstown, Ohio | Chevrolet, GMC vans |
| Moraine, Ohio | Chevrolet S-10, GMC S-15 trucks |
| Pontiac | Chevrolet, GMC light and medium-duty trucks, GMC heavy trucks, Chevrolet S-10 and GMC S-15 trucks, buses |
| Shreveport, La. | Chevrolet S-10, GMC S-15 trucks, Blazer, Jimmy |
| St. Louis | Chevrolet, GMC light trucks |

**KENWORTH TRUCK CO.**

| | |
|---|---|
| Chillicothe, Ohio | heavy trucks |
| Seattle | heavy trucks |

**NAVISTAR INTERNATIONAL**

| | |
|---|---|
| Springfield, Ohio | medium and heavy trucks |

**MACK TRUCKS, INC.**

| | |
|---|---|
| Allentown, Pa. | heavy trucks |
| Macungie, Pa | heavy trucks |

**MERCEDES-BENZ TRUCK CO.**

| | |
|---|---|
| Hampton, Va. | medium trucks |

**NISSAN MOTOR MFG. CO.**

| | |
|---|---|
| Smyrna, Tenn. | pickup trucks |

**PETERBILT MOTORS CO.**

| | |
|---|---|
| Denton, Tex. | heavy trucks |
| Nashville | heavy trucks |

**VOLVO WHITE TRUCK CORP.**

| | |
|---|---|
| Dublin, Va. | heavy trucks |
| Ogden, Utah | heavy trucks |

### CANADA

**AMERICAN MOTORS**

| | |
|---|---|
| Brampton, Ont. | Jeep Wrangler |

**CHRYSLER CORP.**

| | |
|---|---|
| Windsor, Ont. | Dodge Caravan, Plymouth Voyager minivans, Mini Ram Van |
| Pillete Rd. (Windsor) | Dodge Ram Van, Ram Wagon |

**FORD MOTOR CO.**

| | |
|---|---|
| Ontario Truck (Oakville) | light trucks |

**FREIGHTLINER OF CANADA LTD.**

| | |
|---|---|
| Burnaby, B.C. | heavy trucks |

**GENERAL MOTORS**

| | |
|---|---|
| Oshawa | Chevrolet, GMC pickups |
| St. Eustache, Que. | buses |
| Scarborough, Ont. | full-size Chevrolet and GMC vans |

**INTERNATIONAL HARVESTER**

| | |
|---|---|
| Chatham, Ont. | medium and heavy trucks |

**MACK TRUCKS INC.**

| | |
|---|---|
| Oakville, Ont. | heavy trucks |

### MEXICO

**GENERAL MOTORS**

| | |
|---|---|
| Ramos Arizpe | Chevrolet, El Camino |

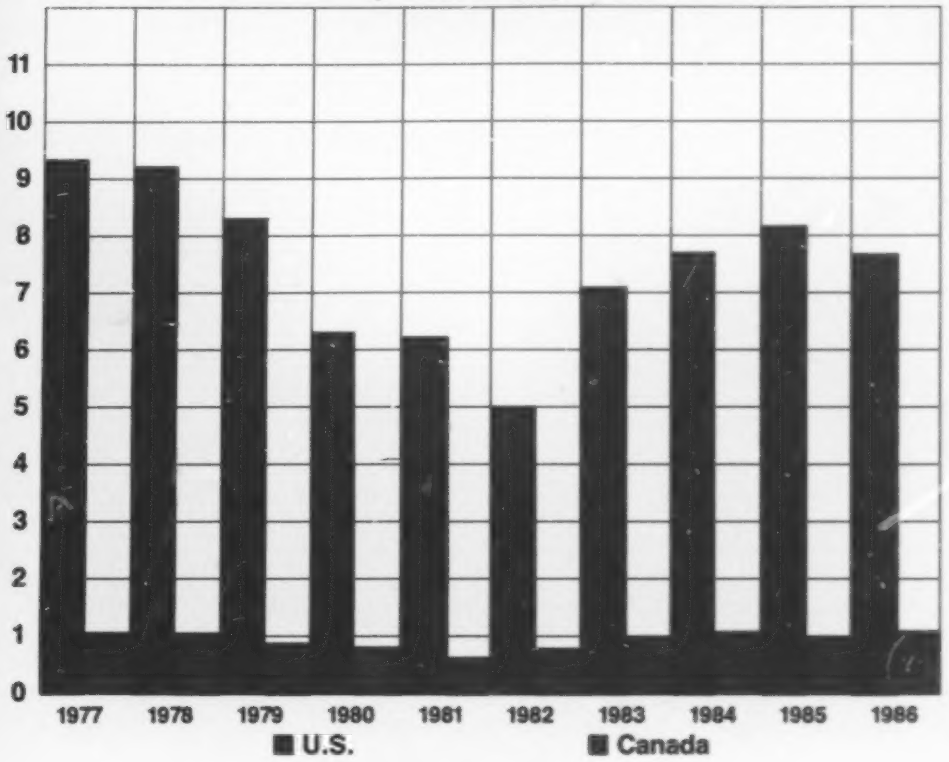
**CHRYSLER**

| | |
|---|---|
| Lago Alberto | Ramcharger |

# PRODUCTION

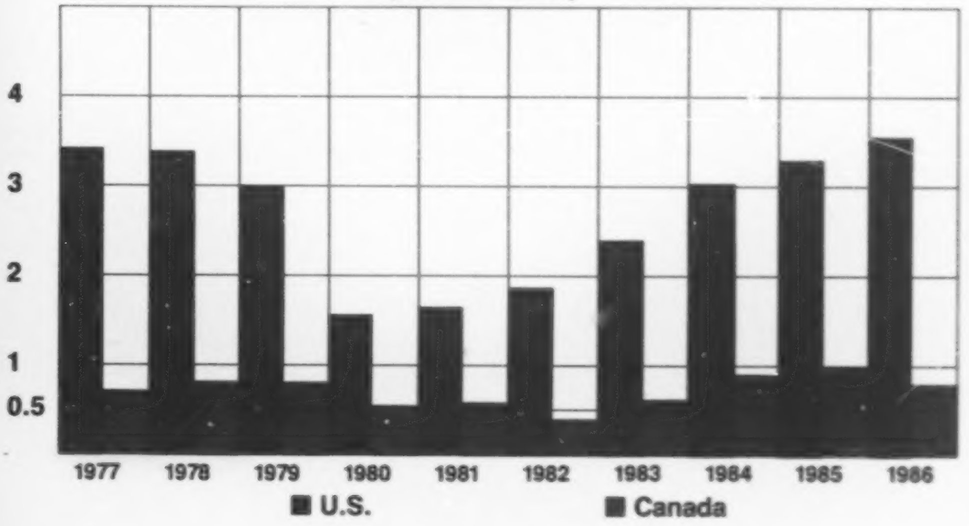
## NORTH AMERICAN AUTO PRODUCTION

(Millions of units)



## NORTH AMERICAN TRUCK PRODUCTION

(Millions of units)



## U.S. VAN AND LIGHT TRUCK OUTPUT, '86 vs. '85

| | Total '86 Output | % of '86 Output | Total '85 Output | % of '85 Output |
|---|---|---|---|---|
| CHEVROLET | 1,179,376 | 37.98 | 1,325,491 | 39.74 |
| Chevy Van/Sportvan | 149,426 | 4.81 | 171,329 | 5.14 |
| S-10 | 185,879 | 5.99 | 250,194 | 7.50 |
| S-10 Blazer | 140,733 | 4.53 | 231,005 | 6.95 |
| Blazer | 38,588 | 1.24 | 40,011 | 1.20 |
| Astro | 148,336 | 4.78 | 90,104 | 2.70 |
| Suburban | 64,204 | 2.07 | 64,670 | 1.94 |
| Pickups | 417,381 | 12.44 | 430,800 | 12.90 |
| P Models | 34,850 | 1.12 | 46,978 | 1.41 |
| CHRYSLER | 178,385 | 5.78 | 213,930 | 6.41 |
| Ramcharger | 26,136 | 0.84 | 19,766 | 0.59 |
| Dakota | 59,699 | 1.92 | —— | —— |
| Pickups | 92,556 | 3.00 | 194,164 | 5.82 |
| FORD | 1,105,880 | 35.62 | 1,148,279 | 34.44 |
| Bronco | 39,102 | 1.26 | 52,724 | 1.58 |
| Bronco II | 73,908 | 2.38 | 111,301 | 3.34 |
| Econoline/Club Wagon | 149,298 | 4.81 | 230,982 | 6.92 |
| Pickups | 540,126 | 17.40 | 439,512 | 13.18 |
| Ranger | 195,997 | 6.31 | 264,700 | 7.94 |
| Aerostar | 107,459 | 3.46 | 49,201 | 1.48 |
| GMC | 325,700 | 110.50 | 313,476 | 9.41 |
| Vandura/Rally Vans | 23,773 | 0.77 | 22,885 | 0.68 |
| S-15 | 63,192 | 2.04 | 57,740 | 1.73 |
| S-15 Jimmy | 46,471 | 1.50 | 51,582 | 1.55 |
| Jimmy | 9,443 | 0.31 | 11,525 | 0.35 |
| Safari | 39,006 | 1.26 | 34,401 | 1.03 |
| Suburban | 25,883 | 0.83 | 23,858 | 0.72 |
| Pickups | 105,517 | 3.39 | 105,651 | 3.17 |
| P Models | 12,415 | 0.40 | 5,842 | 0.18 |
| AMC/JEEP | 207,514 | 6.68 | 225,914 | 6.78 |
| Cherokee | 107,225 | 3.47 | 120,328 | 3.61 |
| CJ | 18,414 | 0.59 | 46,563 | 1.40 |
| Pickups | 1,515 | 0.05 | 1,953 | 0.06 |
| Wagoneer | 12,800 | 0.41 | 10,021 | 0.30 |
| Grand Wagoneer | 17,254 | 0.56 | 17,814 | 0.53 |
| Comanche | 33,386 | 1.08 | 29,245 | 0.88 |
| Scrambler | '67 | 0.01 | —— | —— |
| Wrangler | 16,853 | 0.54 | —— | —— |
| NISSAN | 108,116 | 3.48 | 107,422 | 3.22 |
| Pickups | 108,116 | 3.48 | 107,422 | 3.22 |
| TOTAL | 3,104,981 | 100.00 | 2,334,512 | 100.00 |

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## 1986 TRUCKS — U.S. PRODUCTION TOTALS, MAKES AND MONTHS

| COMPANY | JANUARY | FEBRUARY | MARCH | FIRST QUARTER TOTAL | APRIL | MAY | JUNE | SECOND QUARTER TOTAL | JULY | AUGUST | SEPTEMBER | THIRD QUARTER TOTAL | OCTOBER | NOVEMBER | DECEMBER | FOURTH QUARTER TOTAL | GRAND TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| CHEVROLET | 111.637 | 105.747 | 101.139 | 318.523 | 108.626 | 96.481 | 97.202 | 302.309 | 101.992 | 79.039 | 103.121 | 284.152 | 107.477 | 72.983 | 67.044 | 247.504 | 1.152.488 |
| DODGE | 0 | 0 | 134 | 134 | 6.141 | 11.456 | 17.050 | 34.647 | 15.947 | 15.481 | 21.892 | 53.320 | 23.820 | 21.022 | 19.373 | 64.215 | 152.316 |
| FORD | 125.933 | 120.338 | 116.694 | 362.965 | 136.325 | 132.574 | 121.772 | 390.671 | 93.367 | 115.717 | 123.532 | 332.616 | 105.816 | 86.295 | 109.282 | 301.393 | 1.387.645 |
| GMC | 32.110 | 29.687 | 30.501 | 92.298 | 32.929 | 31.216 | 29.912 | 94.057 | 31.213 | 23.610 | 32.237 | 87.060 | 34.719 | 25.554 | 24.890 | 86.163 | 359.578 |
| NAVISTAR | 6.500 | 5.964 | 6.317 | 18.781 | 6.872 | 6.638 | 6.806 | 20.316 | 2.205 | 6.441 | 6.819 | 15.465 | 7.229 | 5.770 | 5.500 | 18.499 | 73.061 |
| JEEP | 23.913 | 16.673 | 16.216 | 56.802 | 12.621 | 14.883 | 15.952 | 43.456 | 9.902 | 12.182 | 18.487 | 40.571 | 21.561 | 16.757 | 14.141 | 52.459 | 193.288 |
| NISSAN | 2.650 | 7.337 | 8.476 | 18.463 | 13.308 | 16.078 | 16.836 | 46.222 | 7.455 | 8.090 | 7.658 | 23.203 | 7.811 | 6.516 | 5.901 | 20.228 | 108.116 |
| AM GENERAL* | 222 | 200 | 200 | 622 | 220 | 220 | 210 | 650 | 222 | 210 | 220 | 652 | 230 | 180 | 170 | 580 | 2.504 |
| MISCELLANEOUS* | 9.400 | 9.600 | 9.600 | 28.600 | 9.120 | 10.120 | 9.660 | 28.900 | 10.212 | 9.660 | 10.120 | 29.992 | 10.580 | 8.280 | 7.820 | 26.680 | 114.172 |
| TOTAL TRUCKS, U.S. | 312.365 | 295.546 | 289.277 | 897.188 | 326.162 | 319.666 | 315.400 | 961.228 | 272.515 | 270.430 | 324.086 | 867.031 | 319.243 | 244.357 | 254.121 | 817.721 | 3.543.168 |

NOTE: *—Actual figures for AM General and Miscellaneous trucks were not reported in 1986. These figures are Automotive News estimates.

## 1986 TRUCKS — CANADIAN PRODUCTION TOTALS, MAKES AND MONTHS

| COMPANY | JANUARY | FEBRUARY | MARCH | FIRST QUARTER TOTAL | APRIL | MAY | JUNE | SECOND QUARTER TOTAL | JULY | AUGUST | SEPTEMBER | THIRD QUARTER TOTAL | OCTOBER | NOVEMBER | DECEMBER | FOURTH QUARTER TOTAL | GRAND TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| AMERICAN MOTORS | 0 | 0 | 2.264 | 2.264 | 3.903 | 3.382 | 3.458 | 10.743 | 3.068 | 2.161 | 3.098 | 8.327 | 2.798 | 2.420 | 967 | 6.185 | 27.519 |
| CHRYSLER | 38.550 | 35.954 | 37.247 | 111.751 | 37.718 | 34.876 | 33.811 | 106.405 | 15.720 | 32.888 | 35.868 | 84.476 | 36.565 | 34.986 | 30.606 | 102.157 | 404.789 |
| FORD | 15.598 | 13.747 | 14.308 | 43.653 | 16.075 | 15.056 | 14.289 | 45.420 | 5.437 | 14.126 | 14.873 | 34.436 | 7.611 | 6.947 | 10.032 | 24.590 | 148.099 |
| GM | 26.231 | 26.515 | 25.525 | 78.271 | 27.817 | 24.005 | 24.141 | 75.963 | 23.921 | 1.299 | 6.260 | 31.480 | 5.648 | 4.102 | 5.199 | 14.949 | 200.663 |
| NAVISTAR | 736 | 768 | 870 | 2.374 | 1.012 | 924 | 783 | 2.719 | 516 | 659 | 841 | 2.016 | 875 | 791 | 679 | 2.345 | 9.454 |
| TOTAL | 81.115 | 76.984 | 80.214 | 238.313 | 86.525 | 78.243 | 76.482 | 241.250 | 48.662 | 51.133 | 60.940 | 160.735 | 53.497 | 49.246 | 47.483 | 150.226 | 790.524 |

NOTE: General Motors includes CKD units.

# PRODUCTION

Car production in Canada fell 1.62 percent in the 1986 calendar year to 1,073,312 units versus 1,090,983 in 1985.

Although Canadian production dropped in 1986, it was the second-highest annual volume in the nation since 1978.

Most of the production loss was attributed to General Motors, which reduced output by 33,141 units in 1986, or 5.78 percent below its 1985 total. GM produced 540,546 cars in 1986 and 573,687 in 1985.

Reversing GM's position was Ford Motor Co., which boosted production by 21,463 or 4.33 percent. Ford made 517,418 cars in 1986 compared to 495,955 in 1985.

AMC production fell by 60.82 percent to 4,432 cars in 1986 compared to 11,311 in 1985.

Honda, which started production of cars in Canada in October 1986, made 526 units. Volvo produced 10,390 cars in 1986 compared to 10,030 in 1985, an increase of 3.59 percent. ■

## CANADIAN CAR PRODUCTION BY CORPORATION, YEAR

| | AMC | Bricklin | Chrysler | Ford | Honda | GM | Renault | Studebaker | Volvo | Total |
|---|---|---|---|---|---|---|---|---|---|---|
| 1986 | 4,432 | — | — | 517,418 | 526 | 540,526 | — | — | 10,390 | 1,073,312 |
| 1985 | 11,311 | — | — | 495,955 | — | 573,687 | — | — | 10,030 | 1,090,983 |
| 1984 | 22,992 | — | — | 463,296 | — | 565,457 | — | — | 10,438 | 1,062,183 |
| 1983 | 29,551 | — | 104,365 | 272,642 | — | 551,826 | — | — | 10,390 | 968,774 |
| 1982 | 30,344 | — | 149,442 | 283,001 | — | 332,038 | — | — | 6,860 | 801,685 |
| 1981 | 34,535 | — | 69,149 | 191,928 | — | 437,622 | — | — | 10,336 | 743,570 |
| 1980 | 3,077 | — | 71,530 | 249,876 | — | 512,330 | — | — | 9,964 | 846,770 |
| 1979 | — | — | 134,086 | 284,610 | — | 517,471 | — | — | 8,766 | 944,933 |
| 1978 | 26,283 | — | 160,085 | 372,296 | — | 564,187 | — | — | 8,199 | 1,131,050 |
| 1977 | 41,708 | — | 219,747 | 341,329 | — | 198,456 | — | — | 4,506 | 805,746 |
| 1976 | 42,269 | — | 245,332 | 371,305 | — | 475,090 | — | — | 9,486 | 1,143,482 |
| 1975 | 48,373 | 2,085 | 261,275 | 324,783 | — | 406,323 | — | — | 13,763 | 1,056,602 |
| 1974 | 58,002 | — | 225,478 | 387,880 | — | 461,596 | — | — | 10,081 | 1,143,037 |
| 1973 | 74,290 | — | 260,722 | 445,299 | — | 443,806 | — | — | 10,449 | 1,234,566 |
| 1972 | 58,920 | — | 265,773 | 458,972 | — | 354,167 | 7,658 | — | 9,448 | 1,154,938 |
| 1971 | 42,908 | — | 232,749 | 392,433 | — | 406,186 | 11,930 | — | 8,280 | 1,094,486 |
| 1970 | 47,796 | — | 239,032 | 396,243 | — | 222,676 | 9,591 | — | 8,200 | 923,538 |
| 1969 | 35,819 | — | 201,115 | 391,105 | — | 391,561 | 9,739 | — | 6,015 | 1,035,354 |
| 1968 | 41,726 | — | 219,151 | 287,286 | — | 338,016 | — | — | 5,670 | 891,849 |
| 1967 | 33,094 | — | 186,675 | 177,689 | — | 312,275 | — | — | 4,351 | 714,084 |
| 1966 | 32,912 | — | 172,960 | 198,498 | — | 285,984 | — | 2,045 | 3,701 | 696,100 |
| 1965 | 31,347 | — | 135,846 | 169,176 | — | 351,304 | — | 18,542 | 3,353 | 709,568 |
| 1964 | 35,129 | — | 104,734 | 153,243 | — | 246,466 | — | 17,614 | 2,206 | 559,392 |

## CANADIAN CAR OUTPUT SHARES, '86 vs. 85

| | Total Output 1986 | Pct. of 1986 Output | Total Output 1985 | Pct. of 1985 Output | Pct. Pt. Change '86 vs '85 |
|---|---|---|---|---|---|
| AMC—Eagle | 4,432 | 0.41 | 11,311 | 1.04 | – 0.63 |
| FORD | 517,418 | 48.21 | 495,955 | 45.46 | + 2.75 |
| Escort | 72,032 | 6.71 | 63,917 | 5.86 | + 0.85 |
| Lynx | 12,093 | 1.13 | 15,788 | 1.45 | – 0.32 |
| Tempo | 126,779 | 11.81 | 124,735 | 11.43 | + 0.38 |
| Topaz | 42,075 | 3.96 | 37,208 | 3.41 | + 0.55 |
| Crown Victoria | 139,130 | 12.96 | 139,543 | 12.79 | + 0.17 |
| Grand Marquis | 125,309 | 11.67 | 114,764 | 10.52 | + 1.12 |
| HONDA* | 526 | 0.05 | — | — | — |
| GENERAL MOTORS | 540,546 | 50.36 | 573,687 | 52.58 | – 2.22 |
| Celebrity | 187,730 | 17.49 | N.A. | — | |
| Grand Prix | 36,024 | 3.36 | N.A. | — | |
| Bonneville | 26,251 | 2.45 | N.A. | — | |
| 6000 | 96,169 | 8.96 | N.A. | — | |
| Cutlass Supreme | 84,947 | 7.91 | N.A. | — | |
| Cutlass Ciera | 97,937 | 9.12 | N.A. | — | |
| CKDs | 11,488 | -1.07 | 10,704 | 0.98 | + 0.09 |
| VOLVO | 10,390 | 0.97 | 10,030 | 0.92 | + 0.05 |
| TOTAL | 1,073,312 | 100.00 | 1,090,983 | 100.00 | |

NOTE: *—Honda began manufacturing vehicles in Canada in October 1986.

## CANADIAN CAR PRODUCTION, BY CALENDAR YEAR

| | |
|---|---|
| 1986 | 1,073,312 |
| 1985 | 1,090,983 |
| 1984 | 1,062,183 |
| 1983 | 968,774 |
| 1982 | 801,685 |
| 1981 | 642,587 |
| 1980 | 846,777 |
| 1979 | 944,933 |
| 1978 | 1,131,050 |
| 1977 | 1,129,575 |
| 1976 | 1,143,842 |
| 1975 | 1,056,602 |
| 1974 | 1,143,037 |
| 1973 | 1,234,566 |
| 1972 | 1,154,938 |
| 1971 | 1,094,486 |
| 1970 | 923,538 |
| 1969 | 1,035,354 |
| 1968 | 891,849 |
| 1967 | 714,084 |
| 1966 | 696,100 |
| 1965 | 709,568 |
| 1964 | 559,392 |
| 1963 | 532,915 |
| 1962 | 428,189 |
| 1961 | 326,841 |
| 1960 | 325,282 |
| 1959 | 300,849 |

## CANADIAN TRUCK PRODUCTION, BY CALENDAR YEAR

| | |
|---|---|
| 1986 | 790,524 |
| 1985 | 845,528 |
| 1984 | 815,783 |
| 1983 | 560,864 |
| 1982 | 468,327 |
| 1981 | 555,829 |
| 1980 | 526,277 |
| 1979 | 657,436 |
| 1978 | 674,687 |
| 1977 | 569,329 |
| 1976 | 497,430 |
| 1975 | 389,728 |
| 1974 | 338,558 |
| 1973 | 352,934 |
| 1972 | 304,757 |
| 1971 | 277,842 |
| 1970 | 233,938 |
| 1969 | 315,354 |
| 1968 | 277,649 |
| 1967 | 225,551 |
| 1966 | 200,019 |
| 1965 | 142,706 |
| 1964 | 109,116 |
| 1963 | 98,454 |
| 1962 | 79,808 |
| 1961 | 62,903 |
| 1960 | 70,040 |
| 1959 | 67,523 |

## 1986 CANADIAN CAR PRODUCTION TOTALS, MAKES AND MONTHS

| COMPANY | JANUARY | FEBRUARY | MARCH | FIRST QUARTER | APRIL | MAY | JUNE | SECOND QUARTER | JULY | AUGUST | SEPTEMBER | THIRD QUARTER | OCTOBER | NOVEMBER | DECEMBER | FOURTH QUARTER | GRAND TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **AMC**—Eagle | 1,200 | 0 | 354 | 1.554 | 494 | 334 | 0 | 828 | 0 | 245 | 486 | 731 | 521 | 554 | 244 | 1,319 | 4,432 |
| **FORD**—Tempo | 12,137 | 10,526 | 11,337 | 34,000 | 13,157 | 12,922 | 12,150 | 38,229 | 4,555 | 10,973 | 7,985 | 23,513 | 10,777 | 10,855 | 9,405 | 31,037 | 126,779 |
| Topaz | 4,734 | 4,161 | 4,030 | 12,925 | 3,707 | 3,099 | 3,161 | 9,967 | 1,129 | 3,081 | 4,172 | 8,382 | 3,948 | 4,041 | 2,812 | 10,801 | 42,075 |
| Crown Victoria | 13,462 | 12,132 | 12,192 | 37,786 | 13,328 | 11,899 | 11,531 | 36,758 | 7,626 | 11,211 | 12,498 | 31,335 | 12,893 | 11,260 | 9,098 | 33,251 | 139,130 |
| Grand Marquis | 11,080 | 9,804 | 9,852 | 30,736 | 11,482 | 11,475 | 10,353 | 33,310 | 6,896 | 9,696 | 10,833 | 27,425 | 11,812 | 11,787 | 10,239 | 33,838 | 125,309 |
| Escort | 7,053 | 6,597 | 6,630 | 20,280 | 7,497 | 6,778 | 5,862 | 20,137 | 2,376 | 5,976 | 5,024 | 13,376 | 6,747 | 6,636 | 4,856 | 18,239 | 72,032 |
| Lynx | 1,368 | 739 | 1,042 | 3,149 | 928 | 1,245 | 1,787 | 3,960 | 437 | 988 | 1,046 | 2,471 | 583 | 741 | 1,189 | 2,513 | 12,093 |
| FORD TOTAL | 49,834 | 43,959 | 45,083 | 138,876 | 50,099 | 47,418 | 44,844 | 142,361 | 23,019 | 41,925 | 41,558 | 106,502 | 46,760 | 45,320 | 37,599 | 129,679 | 517,418 |
| **GM**—Celebrity | 21,204 | 17,754 | 17,346 | 56,304 | 19,325 | 17,441 | 18,035 | 54,801 | 12,045 | 1 | 13,988 | 26,034 | 19,042 | 17,230 | 14,319 | 50,591 | 187,730 |
| Grand Prix | 4,730 | 4,920 | 4,328 | 13,978 | 4,431 | 2,220 | 1,416 | 8,067 | 251 | 1,480 | 3,139 | 4,870 | 4,191 | 2,441 | 2,477 | 9,109 | 36,024 |
| Bonneville | 5,579 | 5,743 | 5,465 | 16,787 | 5,557 | 2,226 | 1,681 | 9,464 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 26,251 |
| Pontiac 6000 | 780 | 6,632 | 9,436 | 16,848 | 10,076 | 9,423 | 11,802 | 31,301 | 11,745 | 210 | 7,183 | 19,138 | 11,524 | 9,247 | 8,111 | 28,882 | 96,169 |
| Cutlass Supreme | 2,453 | 4,286 | 5,145 | 11,884 | 6,491 | 11,163 | 11,129 | 28,783 | 2,011 | 3,811 | 8,673 | 14,495 | 12,275 | 8,829 | 8,681 | 29,785 | 84,947 |
| Cutlass Ciera | 466 | 4,595 | 10,643 | 15,704 | 12,657 | 8,960 | 11,229 | 32,846 | 7,324 | 235 | 6,771 | 14,330 | 12,418 | 12,010 | 10,629 | 35,057 | 97,937 |
| CKD Car | 345 | 280 | 533 | 1,158 | 1,413 | 1,488 | 929 | 3,830 | 1,134 | 675 | 967 | 2,776 | 1,643 | 1,132 | 949 | 3,724 | 11,488 |
| GM Total | 35,557 | 44,210 | 52,896 | 132,663 | 59,950 | 52,921 | 56,221 | 169,092 | 34,510 | 6,412 | 40,721 | 81,643 | 61,093 | 50,889 | 45,166 | 157,148 | 540,546 |
| **HONDA** | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 83 | 199 | 244 | 526 | 526 |
| **VOLVO** | 986 | 855 | 899 | 2,740 | 990 | 945 | 945 | 2,880 | 990 | 270 | 945 | 2,205 | 945 | 855 | 765 | 2,565 | 10,390 |
| GRAND TOTAL | 87,577 | 89,024 | 99,232 | 275,833 | 111,533 | 101,618 | 102,010 | 315,161 | 58,519 | 48,852 | 83,710 | 191,081 | 109,402 | 97,817 | 84,018 | 291,237 | 1,073,312 |

# SALES/REGISTRATIONS

From a vehicle-marketing standpoint, the United States was an exciting arena in 1986.

It had everything from sales records, import price hikes and distress selling of domestic makes to cut-rate financing and limited-option price leaders.

Total vehicle sales — cars and trucks combined — in 1986 rose to a record 16,333,931 units, up 3.86 percent from 15,727,482 units sold in calendar 1985.

Industry new-car sales rose above the 11-million mark for the second straight year, reaching a record 11,463,092 units versus 11,045,784 units delivered in 1985. The previous record was 11,446,589 in 1973.

New-truck deliveries, largely a reflection of increasing versatility and popularity of light trucks and minivans, climbed to 4,870,839 units, up 3.89 percent from 4,680,453 in 1985.

Light trucks numbered 4,601,606 in 1986, up 4.64 percent from 4,397,705 in 1985.

Sales of imported cars were able to overcome woes stemming from major switches in the value of the U.S. dollar relative to overseas currencies.

Imported car sales in 1986 totaled 3,248,430 units, up 14.34 percent from the 2,841,063 units sold in 1985.

Domestic car sales in 1986 totaled 8,214,662 units, up 0.12 percent from the 8,204,721 units sold in 1985.

Chrysler Motors in 1986 sold more vehicles (domestic and import models) in the United States than ever in its history, and finished the year with domestic car sales at the third-highest level in company history.

General Motors car sales in 1986 were the best since 1979, with Chevrolet, Pontiac and Cadillac scoring increases over 1985. Oldsmobile sold more than 1 million cars for the fourth time in division history, as 1986 became Oldsmobile's second-best year ever, topped only by the record set in 1985.

American Honda Motor Co. sold 235,247 cars in 1986 compared to 1985's 145,976, a rise of 61.15 percent. Nissan Motor Corp. in U.S.A. sold 52,602 cars in 1986 compared to 39,794 in 1985, up 32.19 percent.

Volkswagen of America Inc. sold 73,911 cars in 1986, down 4.90 percent from 1985's 77,716 units. ■

## CANADIAN REGISTRATIONS OF NEW VEHICLES

| | Cars | Trucks | Total |
|---|---|---|---|
| 1953 | 362,409 | 101,252 | 463,661 |
| 1954 | 307,651 | 69,955 | 377,606 |
| 1955 | 381,782 | 73,689 | 455,471 |
| 1956 | 404,604 | 85,692 | 490,296 |
| 1957 | 391,661 | 76,782 | 468,443 |
| 1958 | 381,591 | 66,034 | 447,625 |
| 1959 | 427,274 | 74,824 | 502,098 |
| 1960 | 450,840 | 73,682 | 524,522 |
| 1961 | 440,377 | 74,738 | 515,115 |
| 1962 | 501,030 | 81,495 | 582,525 |
| 1963 | 541,942 | 90,608 | 632,550 |
| 1964 | 607,503 | 104,175 | 711,678 |
| 1965 | 686,828 | 115,660 | 802,488 |
| 1966 | 683,639 | 128,506 | 812,145 |
| 1967 | 667,814 | 130,964 | 798,778 |
| 1968 | 737,605 | 142,201 | 879,806 |
| 1969 | 756,015 | 153,277 | 909,292 |
| 1970 | 636,206 | 129,359 | 765,565 |
| 1971 | 745,026 | 138,876 | 883,902 |
| 1972 | 812,753 | 180,748 | 993,501 |
| 1973 | 935,533 | 234,683 | 1,170,216 |
| 1974 | 901,097 | 287,619 | 1,188,716 |
| 1975 | 839,942 | 265,015 | 1,104,957 |
| 1976 | 898,253 | 305,606 | 1,203,859 |
| 1977 | 953,078 | 333,551 | 1,286,629 |
| 1978 | 958,414 | 349,294 | 1,307,708 |
| 1979 | 998,004 | 382,074 | 1,380,078 |
| 1980 | 948,967 | 335,827 | 1,284,794 |
| 1981 | 891,558 | 281,536 | 1,173,094 |
| 1982 | 727,097 | 204,794 | 931,891 |
| 1983 | 830,457 | 223,917 | 1,054,374 |
| 1984 | 914,679 | 292,273 | 1,206,952 |
| 1985 | 1,146,251 | 393,396 | 1,539,647 |
| 1986* | 989,759 | 390,736 | 1,380,495 |

NOTE: *—Quebec figures are incomplete.
SOURCE: R.L. Polk & Co.

## WESTERN EUROPE CAR REGISTRATIONS BY MAKE, '86 vs. '85

| | 1986 | 1985 |
|---|---|---|
| Ford | 1,353,748 | 1,257,218 |
| Fiat-Lancia | 1,452,832 | 1,294,441 |
| VW-Audi | 1,473,920 | 1,360,307 |
| Peugeot SA | 1,320,733 | 1,225,422 |
| Opel-GM | 1,259,388 | 1,190,461 |
| Renault | 1,227,848 | 1,129,124 |
| Jaguar | 11,618 | 12,567 |
| Daimler-Benz | 436,837 | 395,080 |
| BMW | 295,542 | 287,932 |
| Nissan | 337,520 | 297,932 |
| Volvo | 267,120 | 254,261 |
| Toyota | 332,945 | 270,840 |
| Mazda | 238,361 | 202,423 |
| Alfa Romeo | 170,471 | 158,405 |
| SEAT | 216,529 | 144,806 |
| Honda | 134,087 | 113,883 |
| Mitsubishi | 139,862 | 113,706 |
| Lada | 107,631 | 89,551 |
| Saab | 68,284 | 59,535 |
| Suzuki | 65,509 | 48,559 |
| Skoda | 37,221 | 32,763 |
| Subaru | 50,442 | 39,972 |
| Daihatsu | 36,500 | 28,828 |
| Porsche | 20,338 | 20,407 |
| Isuzu | 7,545 | 5,469 |
| Wartburg | 2,953 | 3,001 |
| Rover Group | 408,027 | 419,566 |
| Zastava | 12,097 | 8,467 |
| Hyundai | 10,350 | 5,608 |
| FSO | 7,493 | 8,918 |
| Rolls-Royce | 851 | 720 |
| Japanese makes | 1,342,771 | 1,121,612 |
| Others | 35,443 | 45,231 |
| Totals | 11,540,045 | 10,525,403 |

SOURCE: AID Ltd. Re-use or re-publication without permission is prohibited.

## JAPANESE-CAR REGISTRATIONS AND MARKET SHARES IN EUROPE

| | 1986 Volume (Units) | Market Share (Pct.) | 1985 Volume (Units) | Market Share (Pct.) | Change '85-'84 (Pct.) |
|---|---|---|---|---|---|
| Nissan | 337,520 | 2.92 | 297,932 | 2.83 | 13.29 |
| Toyota | 332,945 | 2.89 | 270,840 | 2.57 | 22.93 |
| Mazda | 238,361 | 2.07 | 202,423 | 1.92 | 17.75 |
| Mitsubishi | 139,862 | 1.21 | 113,706 | 1.08 | 23.00 |
| Honda | 134,087 | 1.16 | 113,883 | 1.08 | 17.74 |
| Suzuki | 65,509 | 0.57 | 45,889 | 0.44 | 42.76 |
| Subaru | 50,442 | 0.44 | 39,972 | 0.38 | 26.19 |
| Daihatsu | 36,500 | 0.32 | 28,828 | 0.27 | 26.61 |
| Isuzu | 7,545 | 0.07 | 5,469 | 0.05 | 37.96 |
| Japanese Total | 1,342,771 | 11.64 | 1,118,942 | 10.63 | 20.00 |
| Total European Registrations | 11,540,045 | | 10,525,403 | | 9.64 |

SOURCE: AID Ltd. Re-use or re-publication without permission is prohibited.

## WESTERN EUROPE CAR REGISTRATIONS BY COUNTRY, 1986 vs. 1985

| Country | 1986 | 1985 | % Change |
|---|---|---|---|
| Austria | 262,175 | 242,670 | 8.0 |
| Belgium | 395,039 | 359,831 | 9.8 |
| Denmark | 169,386 | 157,474 | 7.6 |
| Ireland | 57,781 | 60,593 | (4.6) |
| Finland | 143,183 | 138,272 | 3.6 |
| France | 1,911,521 | 1,766,328 | 8.2 |
| Germany | 2,829,438 | 2,379,261 | 18.9 |
| Italy | 1,825,383 | 1,745,899 | 4.6 |
| Netherlands | 560,512 | 495,685 | 13.1 |
| Norway | 167,352 | 159,079 | 5.2 |
| Portugal | 109,669 | 104,195 | 5.3 |
| Sweden | 270,070 | 263,033 | 2.7 |
| Switzerland | 300,170 | 265,467 | 13.1 |
| Spain | 655,892 | 555,589 | 18.1 |
| United Kingdom | 1,882,474 | 1,832,027 | 2.8 |
| Total | 11,540,045 | 10,525,403 | 9.6 |

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## WESTERN EUROPEAN CAR REGISTRATIONS AND MARKET SHARES, 1986

| | Austria | Belgium | Denmark | Ireland | Finland | France | Germany | Italy | Netherlands | Norway | Portugal | Sweden | Switzerland | Spain | U.K. | Total | Market Share |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| VW-Audi Group | 57,415 | 56,556 | 13,543 | 4,285 | 10,244 | 114,773 | 809,653 | 142,253 | 52,394 | 16,382 | 634 | 31,046 | 47,716 | 7,789 | 109,237 | 1,473,920 | 12.77 |
| Fiat-Lancia | 15,164 | 16,265 | 8,416 | 3,187 | 5,507 | 114,896 | 124,325 | 992,323 | 36,007 | 7,130 | 13,180 | 7,168 | 23,912 | 20,237 | 65,115 | 1,452,832 | 12.59 |
| Ford | 26,170 | 35,082 | 20,313 | 8,052 | 11,179 | 131,077 | 297,007 | 69,474 | 57,812 | 25,051 | 6,126 | 29,944 | 24,394 | 96,700 | 515,367 | 1,353,748 | 11.73 |
| Peugeot SA | 16,920 | 55,260 | 13,030 | 1,965 | 6,776 | 612,979 | 135,591 | 124,121 | 65,177 | 9,880 | 15,523 | 7,579 | 26,679 | 108,159 | 121,094 | 1,320,733 | 11.44 |
| Opel-GM | 31,332 | 46,256 | 27,072 | 6,381 | 12,688 | 91,011 | 421,339 | 58,163 | 92,480 | 20,056 | 14,381 | 24,379 | 39,138 | 90,195 | 284,517 | 1,259,388 | 10.91 |
| Renault | 12,284 | 33,083 | 856 | 2,765 | 1,194 | 602,910 | 88,279 | 159,328 | 27,713 | 1,210 | 36,411 | 3,484 | 16,551 | 172,519 | 69,261 | 1,227,848 | 10.64 |
| Mercedes-Benz | 10,379 | 12,037 | 1,573 | 512 | 3,128 | 23,235 | 303,044 | 21,464 | 13,317 | 4,112 | 513 | 7,906 | 9,092 | 6,538 | 19,987 | 436,837 | 3.79 |
| Rover Group | 397 | 4,956 | 308 | 3,023 | 43 | 39,633 | 13,056 | 25,717 | 5,365 | 3 | 7,099 | 2 | 2,250 | 8,709 | 297,466 | 408,027 | 3.54 |
| Nissan | 13,070 | 16,542 | 9,831 | 6,732 | 15,259 | 16,531 | 82,472 | 16 | 27,337 | 10,213 | 2,341 | 15,019 | 11,494 | 749 | 109,914 | 337,520 | 2.92 |
| Toyota | 16,296 | 27,646 | 20,656 | 9,948 | 18,653 | 12,628 | 91,740 | 859 | 29,903 | 19,224 | 5,384 | 18,080 | 24,555 | 1,571 | 35,802 | 332,945 | 2.89 |
| BMW | 7,287 | 10,046 | 3,527 | 477 | 2,590 | 30,519 | 147,826 | 19,824 | 12,777 | 4,405 | 1,004 | 4,503 | 9,168 | 5,691 | 35,898 | 295,542 | 2.56 |
| Volvo | 3,663 | 9,960 | 6,483 | 869 | 7,370 | 19,260 | 17,325 | 16,720 | 29,056 | 13,790 | 848 | 64,630 | 5,617 | 2,557 | 68,972 | 267,120 | 2.31 |
| Mazda | 22,118 | 9,596 | 17,281 | 3,039 | 9,223 | 14,334 | 86,172 | 27 | 23,080 | 12,695 | 320 | 12,707 | 9,447 | 340 | 17,982 | 238,361 | 2.07 |
| SEAT | 1,486 | 5,314 | 1,101 | 402 | 2,120 | 25,103 | 5,469 | 43,347 | 4,347 | 0 | 3,022 | 0 | 3,350 | 115,551 | 5,917 | 216,529 | 1.88 |
| Alfa Romeo | 2,287 | 3,304 | 532 | 89 | 229 | 17,075 | 6,703 | 112,126 | 4,022 | 212 | 1,193 | 1,243 | 6,700 | 12,523 | 2,233 | 170,471 | 1.48 |
| Mitsubishi | 6,659 | 9,985 | 4,060 | 1,712 | 6,918 | 3,204 | 62,909 | 474 | 14,629 | 5,968 | 81 | 2,346 | 8,391 | 715 | 11,811 | 139,862 | 1.21 |
| Honda | 5,536 | 10,268 | 3,283 | 1,176 | 4,946 | 9,354 | 45,881 | 187 | 14,834 | 4,682 | 827 | 3,995 | 8,162 | 457 | 20,499 | 134,087 | 1.16 |
| Lada | 1,962 | 15,635 | 4,308 | 54 | 12,710 | 21,132 | 10,807 | 2,054 | 12,737 | 2,766 | 0 | 1,789 | 0 | 1,365 | 20,312 | 107,631 | 0.93 |
| Saab | 465 | 1,644 | 1,651 | 214 | 6,688 | 2,204 | 4,698 | 3,100 | 2,563 | 3,055 | 90 | 29,279 | 1,817 | 485 | 10,331 | 68,284 | 0.59 |
| Suzuki | 3,902 | 3,061 | 325 | 1,028 | 1,367 | 0 | 22,880 | 6,615 | 15,857 | 982 | 127 | 1,123 | 3,871 | 83 | 4,288 | 65,509 | 0.57 |
| Subaru | 3,962 | 3,157 | 638 | 553 | 606 | 0 | 15,832 | 202 | 4,303 | 3,133 | 374 | 1,497 | 12,190 | 21 | 3,974 | 50,442 | 0.44 |
| Skoda | 992 | 3,484 | 3,627 | 33 | 1,755 | 2,672 | 3,380 | 1,603 | 5,030 | 452 | 0 | 170 | 111 | 1,137 | 12,775 | 37,221 | 0.32 |
| Daihatsu | 1,506 | 1,856 | 3,340 | 735 | 660 | 0 | 11,970 | 282 | 6,461 | 1,626 | 2 | 1,585 | 1,099 | 32 | 5,345 | 36,500 | 0.32 |
| Porsche | 464 | 479 | 24 | 11 | 17 | 1,606 | 10,469 | 749 | 210 | 26 | 22 | 461 | 1,608 | 487 | 3,705 | 20,338 | 0.18 |
| Zastava | 0 | 562 | 1,261 | 0 | 0 | 1,054 | 0 | 0 | 695 | 0 | 0 | 0 | 0 | 0 | 8,525 | 12,097 | 0.10 |
| Jaguar | 126 | 297 | 34 | 31 | 23 | 386 | 1,793 | 263 | 380 | 60 | 0 | 34 | 350 | 262 | 7,579 | 11,618 | 0.10 |
| Hyundai | 0 | 65 | 0 | 0 | 0 | 0 | 0 | 1,391 | 1,399 | 0 | 0 | 0 | 0 | 0 | 7,495 | 10,350 | 0.09 |
| Isuzu | 88 | 97 | 3 | 191 | 226 | 0 | 5,692 | 0 | 79 | 97 | 0 | 15 | 817 | 10 | 230 | 7,545 | 0.07 |
| FSO | 0 | 954 | 1,221 | 18 | 435 | 0 | 0 | 0 | 307 | 0 | 0 | 0 | 0 | 0 | 4,558 | 7,493 | 0.06 |
| Wartburg | 0 | 936 | 763 | 0 | 508 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 746 | 0 | 2,953 | 0.06 |
| Rolls-Royce | 4 | 0 | 0 | 1 | 0 | 0 | 0 | 34 | 0 | 0 | 0 | 4 | 0 | 0 | 808 | 851 | 0.03 |
| Others | 241 | 656 | 326 | 298 | 121 | 3,945 | 3,126 | 22,667 | 241 | 142 | 167 | 81 | 1,691 | 264 | 1,477 | 35,443 | 0.31 |
| TOTALS | 262,175 | 395,039 | 169,386 | 57,781 | 143,183 | 1,911,521 | 2,829,438 | 1,825,383 | 560,512 | 167,352 | 109,669 | 270,070 | 300,170 | 655,892 | 1,882,474 | 11,540,045 | 100.0 |
| Japanese | 73,137 | 82,208 | 59,417 | 25,114 | 57,858 | 56,051 | 425,548 | 8,662 | 136,483 | 58,620 | 9,456 | 56,368 | 80,026 | 3,978 | 209,845 | 1,342,771 | |
| Japanese percent | 27.9 | 20.8 | 35.1 | 43.5 | 40.4 | 2.9 | 15.0 | 0.5 | 24.3 | 35.0 | 8.6 | 20.9 | 26.7 | 0.6 | 11.1 | 11.6 | |

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# SALES/REGISTRATIONS

## DOMESTIC-CAR SALES BY NAMEPLATE AND MONTH, 1986

### Sales and Rankings, 1986 vs. 1985

| | JANUARY | FEBRUARY | MARCH | APRIL | MAY | JUNE | JULY | AUGUST | SEPTEMBER | OCTOBER | NOVEMBER | DECEMBER | Total 1986 | 1986 Position | Total 1985 | 1985 Position |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **AMERICAN MOTORS** | 6,389 | 6,472 | 6,300 | 5,202 | 5,117 | 5,726 | 5,186 | 5,569 | 11,115 | 7,569 | 3,860 | 4,348 | 72,853 | 0 | 123,449 | 0 |
| Total Renault | 5,467 | 5,850 | 5,609 | 4,617 | 4,564 | 5,168 | 4,716 | 5,221 | 10,057 | 6,647 | 3,119 | 3,484 | 64,519 | 0 | 110,673 | 0 |
| Alliance | 4,257 | 4,617 | 4,373 | 3,718 | 3,718 | 4,281 | 3,325 | 3,479 | 7,776 | 5,356 | 2,411 | 2,534 | 49,845 | 51 | 71,494 | 43 |
| Encore | 1,210 | 1,233 | 1,236 | 899 | 846 | 887 | 1,391 | 1,742 | 2,281 | 1,291 | 708 | 950 | 14,674 | 75 | 39,179 | 62 |
| Total AMC | 922 | 622 | 691 | 585 | 553 | 558 | 470 | 348 | 1,058 | 922 | 741 | 864 | 8,334 | 0 | 12,776 | 0 |
| Eagle | 922 | 622 | 691 | 585 | 553 | 558 | 470 | 348 | 1,058 | 922 | 741 | 864 | 8,334 | 79 | 12,776 | 76 |
| **CHRYSLER MOTORS** | 78,195 | 80,322 | 90,945 | 101,270 | 107,867 | 109,052 | 98,835 | 100,569 | 140,451 | 102,269 | 71,830 | 91,658 | 1,173,463 | 0 | 1,139,936 | 0 |
| Total Plymouth | 27,079 | 26,027 | 24,597 | 28,180 | 35,449 | 36,160 | 28,211 | 28,382 | 38,201 | 31,456 | 25,231 | 33,825 | 362,798 | 0 | 329,731 | 0 |
| Horizon | 6,108 | 6,673 | 6,827 | 8,119 | 12,956 | 13,452 | 10,820 | 10,577 | 9,800 | 8,780 | 8,087 | 8,893 | 111,092 | 28 | 84,500 | 40 |
| Sundance | 0 | 0 | 0 | 0 | 0 | 77 | 573 | 2,144 | 2,904 | 3,809 | 4,743 | 6,090 | 20,340 | 69 | 0 | 0 |
| Turismo | 3,318 | 3,615 | 3,798 | 3,926 | 3,763 | 3,772 | 4,146 | 4,885 | 7,500 | 3,296 | 1,242 | 1,481 | 44,742 | 53 | 52,817 | 54 |
| Reliant | 14,351 | 11,686 | 8,896 | 10,698 | 12,896 | 13,209 | 8,404 | 7,433 | 11,515 | 10,540 | 7,688 | 12,727 | 130,043 | 22 | 138,833 | 19 |
| Caravelle | 2,391 | 2,835 | 3,730 | 3,940 | 3,987 | 3,987 | 2,648 | 1,907 | 4,418 | 3,575 | 2,455 | 3,265 | 39,138 | 54 | 35,954 | 64 |
| Plymouth | 911 | 1,218 | 1,346 | 1,497 | 1,847 | 1,663 | 1,620 | 1,436 | 2,064 | 1,456 | 1,016 | 1,369 | 17,443 | 73 | 17,627 | 74 |
| Total Chrysler | 23,247 | 24,597 | 31,371 | 34,590 | 31,449 | 30,077 | 31,421 | 32,334 | 47,395 | 30,319 | 15,780 | 21,308 | 353,888 | 0 | 375,880 | 0 |
| Laser | 2,204 | 1,364 | 2,768 | 3,252 | 2,938 | 2,697 | 2,518 | 2,522 | 3,766 | 2,253 | 653 | 827 | 27,762 | 61 | 50,957 | 55 |
| LeBaron K | 7,394 | 8,519 | 8,110 | 9,955 | 9,387 | 9,234 | 8,167 | 7,539 | 10,618 | 6,191 | 3,773 | 4,874 | 93,761 | 37 | 87,482 | 37 |
| LeBaron J | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 9 | 822 | 831 | 82 | 0 | 0 |
| LeBaron GTS | 4,536 | 5,921 | 6,094 | 7,427 | 4,340 | 4,000 | 5,500 | 6,144 | 9,808 | 6,637 | 2,705 | 3,872 | 66,984 | 44 | 71,018 | 45 |
| Fifth Avenue | 5,155 | 5,523 | 9,340 | 8,785 | 9,927 | 9,761 | 10,544 | 10,855 | 15,224 | 9,712 | 5,500 | 6,571 | 106,897 | 32 | 109,010 | 31 |
| New Yorker | 3,958 | 3,270 | 5,059 | 5,171 | 4,857 | 4,385 | 4,692 | 5,274 | 7,979 | 5,526 | 3,140 | 4,342 | 57,653 | 48 | 57,413 | 48 |
| Total Dodge | 27,869 | 29,698 | 34,977 | 38,500 | 40,969 | 42,815 | 39,203 | 39,853 | 54,855 | 40,494 | 30,819 | 36,725 | 456,777 | 0 | 434,325 | 0 |
| Omni | 5,242 | 6,041 | 6,499 | 7,387 | 11,091 | 9,780 | 9,518 | 9,744 | 9,499 | 7,961 | 7,011 | 7,861 | 97,634 | 35 | 71,473 | 44 |
| Shadow | 0 | 0 | 0 | 0 | 0 | 159 | 444 | 2,090 | 2,408 | 3,599 | 5,576 | 5,864 | 20,140 | 70 | 0 | 0 |
| Charger | 3,549 | 3,864 | 3,890 | 4,304 | 4,238 | 4,184 | 4,556 | 5,427 | 8,528 | 4,243 | 1,473 | 1,940 | 50,196 | 50 | 57,171 | 49 |
| Daytona | 2,701 | 1,821 | 3,552 | 4,080 | 4,154 | 4,010 | 3,853 | 3,504 | 4,515 | 2,068 | 568 | 942 | 35,768 | 56 | 49,533 | 58 |
| Aries | 8,208 | 8,479 | 7,702 | 7,684 | 8,475 | 10,719 | 8,779 | 7,088 | 10,449 | 9,146 | 9,204 | 12,118 | 108,051 | 30 | 116,284 | 27 |
| Lancer | 2,933 | 4,063 | 5,104 | 5,589 | 3,027 | 3,165 | 3,856 | 4,296 | 6,867 | 4,785 | 1,909 | 2,402 | 47,996 | 52 | 49,615 | 56 |
| Diplomat | 1,689 | 1,692 | 2,427 | 3,326 | 2,886 | 3,238 | 3,175 | 3,439 | 5,283 | 3,758 | 1,881 | 1,862 | 34,656 | 57 | 34,919 | 66 |
| Dodge 600 | 3,547 | 3,738 | 5,803 | 6,130 | 7,098 | 7,560 | 5,022 | 4,265 | 7,306 | 4,934 | 3,197 | 3,736 | 62,336 | 46 | 55,330 | 51 |
| **FORD MOTOR** | 149,380 | 146,898 | 167,490 | 176,291 | 187,133 | 179,301 | 169,924 | 162,030 | 219,609 | 155,142 | 145,425 | 207,884 | 2,066,507 | 0 | 2,070,392 | 0 |
| Total Ford Div. | 101,603 | 99,337 | 112,412 | 119,936 | 127,784 | 120,097 | 114,712 | 110,643 | 149,617 | 102,427 | 98,711 | 139,862 | 1,397,141 | 0 | 1,386,195 | 0 |
| EXP | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 17,927 | 73 |
| Escort/EXP | 30,145 | 29,466 | 32,232 | 33,637 | 38,459 | 34,977 | 31,687 | 34,731 | 47,488 | 26,800 | 26,404 | 36,155 | 402,181 | 2 | 420,690 | 2 |
| Mustang | 11,389 | 11,320 | 16,643 | 16,986 | 18,546 | 16,163 | 16,828 | 14,652 | 17,412 | 8,740 | 7,325 | 11,695 | 167,699 | 16 | 157,821 | 16 |
| Tempo | 24,559 | 22,774 | 18,129 | 21,559 | 20,376 | 20,660 | 21,766 | 21,756 | 30,584 | 21,073 | 17,239 | 24,907 | 265,382 | 5 | 281,144 | 5 |
| Taurus | 8,203 | 10,366 | 18,011 | 19,638 | 22,940 | 23,389 | 19,139 | 15,889 | 23,529 | 29,634 | 29,782 | 42,930 | 263,450 | 6 | 4,056 | 77 |
| Thunderbird | 13,165 | 12,719 | 11,102 | 11,358 | 13,029 | 11,337 | 12,255 | 12,681 | 18,929 | 6,060 | 7,357 | 10,721 | 140,713 | 18 | 157,209 | 17 |
| LTD | 5,166 | 3,987 | 3,966 | 3,553 | 2,183 | 1,662 | 1,050 | 719 | 1,301 | 0 | 0 | 0 | 23,587 | 64 | 185,014 | 12 |
| Crown Victoria | 8,976 | 8,705 | 12,329 | 13,205 | 12,251 | 11,909 | 11,987 | 10,215 | 10,374 | 10,120 | 10,604 | 13,454 | 134,129 | 19 | 162,334 | 15 |
| Total L-M Div. | 47,777 | 47,561 | 55,078 | 56,355 | 59,349 | 59,204 | 55,212 | 51,387 | 69,992 | 52,715 | 46,714 | 68,022 | 669,366 | 0 | 684,197 | 0 |
| Total Mercury | 36,263 | 36,223 | 40,921 | 43,008 | 45,646 | 45,624 | 41,840 | 39,991 | 52,812 | 34,013 | 30,271 | 45,170 | 491,782 | 0 | 519,059 | 0 |
| Lynx | 6,104 | 5,560 | 5,491 | 5,350 | 5,636 | 5,047 | 5,243 | 5,708 | 8,595 | 4,144 | 3,467 | 5,152 | 65,497 | 45 | 85,871 | 38 |
| Topaz | 5,615 | 5,652 | 4,859 | 4,956 | 6,122 | 6,004 | 5,672 | 4,884 | 6,432 | 5,843 | 5,377 | 6,083 | 67,499 | 43 | 73,098 | 42 |
| Sable | 3,454 | 4,966 | 8,688 | 9,813 | 10,028 | 9,984 | 6,848 | 5,680 | 8,672 | 9,882 | 9,303 | 11,275 | 98,593 | 34 | 2,430 | 78 |
| Cougar | 10,297 | 10,137 | 8,207 | 9,510 | 11,039 | 12,018 | 11,558 | 12,183 | 16,405 | 3,843 | 1,765 | 7,308 | 114,270 | 25 | 119,225 | 25 |
| Capri | 891 | 896 | 1,188 | 1,125 | 1,192 | 1,161 | 1,377 | 1,133 | 1,726 | 589 | 234 | 1,135 | 12,647 | 77 | 15,389 | 75 |
| Marquis | 2,302 | 1,780 | 1,773 | 1,387 | 922 | 631 | 455 | 311 | 619 | 0 | 0 | 0 | 10,180 | 78 | 87,844 | 36 |
| Grand Marquis | 7,600 | 7,232 | 10,715 | 10,867 | 10,707 | 10,779 | 10,687 | 10,092 | 10,363 | 9,712 | 10,125 | 14,217 | 123,096 | 23 | 135,202 | 20 |
| Total Lincoln | 11,514 | 11,338 | 14,157 | 13,347 | 13,703 | 13,580 | 13,372 | 11,396 | 17,180 | 18,702 | 16,443 | 22,852 | 177,584 | 0 | 165,138 | 0 |
| Continental | 1,457 | 1,406 | 1,817 | 1,676 | 1,699 | 1,523 | 1,562 | 1,308 | 1,781 | 2,013 | 1,932 | 2,455 | 20,629 | 68 | 27,679 | 69 |
| Lincoln | 8,697 | 8,550 | 10,415 | 9,861 | 10,186 | 10,231 | 9,972 | 8,533 | 13,002 | 14,394 | 12,067 | 17,267 | 133,175 | 20 | 177,606 | 13 |
| Mark VII | 1,360 | 1,382 | 1,925 | 1,810 | 1,818 | 1,826 | 1,838 | 1,555 | 2,397 | 2,295 | 2,444 | 3,130 | 23,780 | 63 | 19,853 | 72 |
| **GENERAL MOTORS** | 376,353 | 351,587 | 355,880 | 411,067 | 461,559 | 417,292 | 352,389 | 377,440 | 519,077 | 328,735 | 255,516 | 325,903 | 4,532,798 | 0 | 4,607,458 | 0 |
| Total Buick | 60,157 | 60,716 | 55,957 | 65,951 | 72,238 | 73,152 | 60,774 | 64,036 | 87,439 | 73,281 | 40,575 | 55,158 | 769,434 | 0 | 845,579 | 0 |
| Skyhawk | 4,079 | 4,227 | 6,738 | 7,061 | 7,682 | 7,942 | 5,607 | 6,711 | 10,356 | 7,245 | 3,134 | 4,124 | 74,906 | 39 | 85,639 | 39 |
| Skylark | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 54,513 | 52 |
| Somerset Regal | 11,487 | 10,465 | 6,328 | 8,856 | 12,540 | 14,528 | 10,318 | 7,533 | 11,067 | 8,291 | 4,041 | 6,290 | 111,744 | 26 | 95,098 | 34 |
| Century | 20,873 | 20,325 | 16,635 | 20,281 | 22,163 | 20,731 | 18,210 | 21,111 | 28,452 | 23,536 | 11,509 | 16,921 | 240,747 | 8 | 234,508 | 7 |
| Regal | 6,779 | 8,810 | 6,224 | 6,170 | 7,040 | 7,608 | 6,650 | 5,640 | 8,883 | 7,362 | 2,849 | 4,325 | 78,340 | 38 | 112,590 | 29 |
| LeSabre | 4,579 | 5,222 | 8,562 | 10,421 | 11,500 | 12,301 | 11,225 | 13,085 | 15,051 | 15,010 | 10,702 | 14,748 | 132,406 | 21 | 115,212 | 28 |
| Electra | 10,894 | 10,427 | 9,935 | 11,784 | 9,973 | 8,781 | 7,180 | 6,496 | 9,595 | 9,279 | 6,686 | 6,969 | 107,999 | 31 | 99,185 | 33 |
| Riviera | 1,466 | 1,240 | 1,535 | 1,378 | 1,340 | 1,261 | 1,584 | 3,460 | 4,035 | 2,558 | 1,654 | 1,781 | 23,292 | 66 | 48,834 | 59 |
| Total Cadillac | 22,785 | 23,951 | 23,955 | 26,533 | 27,867 | 21,644 | 19,385 | 26,826 | 41,207 | 24,375 | 20,338 | 25,191 | 304,057 | 0 | 298,762 | 0 |
| Cimarron | 1,384 | 1,338 | 1,895 | 2,219 | 2,386 | 2,024 | 1,639 | 2,556 | 3,846 | 1,522 | 1,095 | 1,531 | 23,435 | 65 | 23,754 | 70 |
| Seville | 1,248 | 1,001 | 1,357 | 1,569 | 1,707 | 825 | 1,011 | 2,128 | 3,862 | 2,355 | 2,151 | 1,936 | 21,150 | 67 | 29,034 | 68 |
| Cadillac | 18,324 | 20,081 | 18,822 | 20,850 | 21,900 | 17,593 | 15,181 | 19,310 | 29,160 | 18,369 | 15,675 | 19,941 | 235,206 | 10 | 187,664 | 11 |
| Eldorado | 1,829 | 1,531 | 1,881 | 1,895 | 1,874 | 1,202 | 1,554 | 2,832 | 4,339 | 2,129 | 1,417 | 1,783 | 24,266 | 62 | 58,310 | 47 |
| Total Chevrolet | 129,286 | 121,125 | 126,191 | 140,788 | 158,897 | 153,462 | 124,027 | 126,120 | 173,738 | 99,564 | 89,138 | 116,140 | 1,558,476 | 0 | 1,600,200 | 0 |
| Chevette | 5,625 | 4,650 | 9,195 | 7,015 | 6,046 | 5,424 | 4,030 | 3,763 | 6,192 | 6,583 | 7,381 | 8,485 | 74,389 | 40 | 129,927 | 21 |
| Nova | 14,038 | 13,333 | 7,311 | 11,297 | 14,131 | 14,776 | 17,208 | 24,702 | 34,594 | 7,931 | 5,046 | 6,140 | 170,507 | 15 | 35,594 | 65 |
| Cavalier | 38,772 | 35,459 | 25,848 | 30,345 | 37,749 | 39,070 | 29,376 | 25,004 | 35,788 | 19,478 | 16,968 | 23,236 | 357,093 | 3 | 431,031 | 1 |
| Citation | 223 | 189 | 187 | 174 | 124 | 82 | 46 | 27 | 0 | 0 | 0 | 0 | 1,052 | 81 | 43,677 | 60 |
| Camaro | 9,882 | 10,468 | 16,996 | 18,927 | 20,503 | 18,607 | 14,232 | 13,214 | 16,036 | 9,263 | 6,941 | 8,135 | 163,204 | 17 | 199,985 | 9 |
| Celebrity | 36,474 | 31,629 | 31,127 | 36,620 | 42,709 | 39,242 | 29,811 | 31,379 | 39,137 | 26,763 | 27,803 | 36,252 | 408,946 | 1 | 363,619 | 3 |
| Corsica/Beretta | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2,537 | 3,091 | 7,251 | 12,879 | 76 | 0 | 0 |
| Monte Carlo | 6,891 | 6,805 | 10,086 | 10,614 | 10,963 | 9,976 | 8,756 | 10,154 | 16,970 | 7,903 | 5,477 | 6,652 | 111,247 | 27 | 112,585 | 30 |
| Chevrolet | 15,402 | 16,713 | 21,954 | 21,895 | 22,755 | 22,868 | 18,075 | 15,701 | 22,046 | 16,624 | 14,448 | 17,651 | 226,132 | 11 | 245,826 | 6 |
| Corvette | 1,979 | 1,879 | 3,487 | 3,901 | 3,917 | 3,417 | 2,493 | 2,176 | 2,975 | 2,482 | 1,983 | 2,338 | 33,027 | 60 | 37,956 | 63 |
| Total Oldsmobile | 90,185 | 85,948 | 82,693 | 94,792 | 115,598 | 89,337 | 84,010 | 93,385 | 128,505 | 72,264 | 56,553 | 66,120 | 1,059,390 | 0 | 1,066,122 | 0 |
| Firenza | 2,677 | 2,287 | 3,374 | 3,608 | 4,267 | 3,312 | 2,857 | 2,547 | 4,066 | 2,123 | 1,495 | 1,500 | 34,113 | 58 | 49,580 | 57 |
| Calais | 7,635 | 7,839 | 11,706 | 11,593 | 13,645 | 11,120 | 10,960 | 10,040 | 10,820 | 6,736 | 6,659 | 7,265 | 116,018 | 24 | 122,810 | 22 |
| Cutlass Ciera | 31,634 | 28,690 | 22,117 | 27,871 | 34,009 | 26,557 | 26,128 | 29,120 | 37,568 | 24,765 | 18,292 | 23,179 | 329,930 | 4 | 333,585 | 4 |
| Cutlass Supreme | 22,666 | 20,333 | 14,433 | 16,917 | 24,702 | 18,244 | 14,434 | 13,068 | 18,241 | 10,718 | 8,709 | 9,472 | 191,937 | 14 | 217,504 | 8 |
| Olds 88 | 11,582 | 12,083 | 17,524 | 22,645 | 29,270 | 23,006 | 22,017 | 30,504 | 44,994 | 18,490 | 13,437 | 15,708 | 261,260 | 7 | 188,129 | 10 |
| Olds 98 | 12,768 | 13,697 | 12,320 | 10,764 | 8,409 | 6,356 | 6,327 | 6,656 | 9,755 | 7,841 | 6,510 | 7,967 | 109,370 | 29 | 122,421 | 23 |
| Toronado | 1,223 | 1,019 | 1,219 | 1,394 | 1,296 | 742 | 1,287 | 1,450 | 3,061 | 1,591 | 1,451 | 1,029 | 16,762 | 74 | 32,093 | 67 |
| Total Pontiac | 73,940 | 59,847 | 67,084 | 83,003 | 86,959 | 79,697 | 64,193 | 67,073 | 88,188 | 59,251 | 48,912 | 63,294 | 841,441 | 0 | 796,795 | 0 |
| Fiero | 6,123 | 5,181 | 4,827 | 6,963 | 7,284 | 6,825 | 5,875 | 6,222 | 8,015 | 4,094 | 2,897 | 4,034 | 68,340 | 42 | 90,303 | 35 |
| 1000 | 2,049 | 1,281 | 2,043 | 1,862 | 1,533 | 1,526 | 1,276 | 1,556 | 2,236 | 1,060 | 836 | 1,071 | 18,329 | 72 | 22,424 | 71 |
| Sunbird | 11,448 | 8,398 | 6,322 | 8,759 | 13,194 | 12,303 | 10,359 | 6,487 | 9,905 | 6,008 | 4,702 | 6,331 | 104,216 | 33 | 116,837 | 26 |
| Phoenix | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 896 | 79 |
| Firebird | 7,335 | 5,283 | 8,776 | 10,141 | 11,053 | 10,589 | 8,004 | 7,472 | 9,064 | 5,412 | 4,638 | 6,474 | 94,241 | 36 | 100,160 | 32 |
| Grand Am | 15,544 | 12,984 | 18,169 | 21,699 | 22,908 | 17,871 | 12,968 | 13,876 | 15,544 | 17,968 | 15,787 | 19,936 | 205,254 | 12 | 121,273 | 24 |
| 6000 | 16,882 | 12,129 | 12,595 | 15,290 | 17,698 | 17,514 | 15,519 | 21,535 | 28,878 | 15,291 | 11,452 | 14,660 | 199,443 | 13 | 165,728 | 14 |
| Grand Prix | 4,708 | 3,841 | 2,862 | 3,655 | 3,579 | 3,390 | 2,528 | 2,595 | 4,533 | 2,398 | 1,616 | 1,996 | 37,701 | 55 | 57,153 | 50 |
| Bonneville G | 4,687 | 4,161 | 2,761 | 3,788 | 3,804 | 3,522 | 2,585 | 2,826 | 3,925 | 838 | 266 | 192 | 33,355 | 59 | 52,972 | 53 |
| Bonneville H | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 911 | 4,505 | 5,711 | 7,434 | 18,561 | 71 | 0 | 0 |
| Parisienne | 5,164 | 6,589 | 8,729 | 10,846 | 5,906 | 6,157 | 5,079 | 4,504 | 5,177 | 1,677 | 1,007 | 1,166 | 62,001 | 47 | 69,049 | 46 |
| **HONDA** | 13,263 | 14,637 | 15,175 | 15,003 | 16,132 | 18,220 | 15,840 | 21,201 | 23,431 | 27,106 | 30,308 | 24,931 | 235,247 | 9 | 145,976 | 18 |
| **NISSAN** | 6,003 | 6,843 | 7,363 | 4,001 | 943 | 217 | 91 | 49 | 5,098 | 6,623 | 6,954 | 8,417 | 52,602 | 49 | 39,794 | 61 |
| **TOYOTA** | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 7,281 | 7,281 | 80 | 0 | 0 |
| **VOLKSWAGEN** | 6,321 | 5,873 | 6,198 | 6,729 | 7,517 | 6,453 | 6,402 | 6,453 | 6,138 | 5,363 | 4,906 | 5,558 | 73,911 | 41 | 77,716 | 41 |
| Total Sales | 635,904 | 612,632 | 649,351 | 719,563 | 786,268 | 736,261 | 648,667 | 673,311 | 924,919 | 632,807 | 518,799 | 676,180 | 8,214,662 | 0 | 8,204,721 | 0 |

# SALES/REGISTRATIONS

## NEW-CAR SHARES BY MARKET CLASS

### BY MONTH, JANUARY 1979-FEBRUARY 1987

| | | Subcompact | Compact | Intermediate | Standard | Luxury | Import | Total Sales |
|---|---|---|---|---|---|---|---|---|
| January | 1979 | 12.27 | 20.12 | 23.98 | 18.93 | 6.97 | 17.73 | 783,489 |
| | 1980 | 14.38 | 19.68 | 21.13 | 12.65 | 5.14 | 27.02 | 805,378 |
| | 1981 | 16.42 | 19.68 | 21.49 | 10.41 | 4.59 | 27.41 | 647,197 |
| | 1982 | 16.22 | 17.31 | 19.95 | 10.15 | 5.29 | 31.08 | 534,310 |
| | 1983 | 11.32 | 14.97 | 24.67 | 12.98 | 5.37 | 30.69 | 595,746 |
| | 1984 | 14.21 | 16.92 | 25.95 | 9.75 | 8.11 | 25.06 | 778,558 |
| | 1985 | 13.67 | 17.87 | 26.07 | 9.89 | 7.66 | 24.90 | 836,221 |
| | 1986 | 13.54 | 17.05 | 28.22 | 6.40 | 7.61 | 27.18 | 873,255 |
| | 1987 | 14.15 | 14.07 | 24.63 | 8.15 | 7.36 | 31.64 | 625,619 |
| February | 1979 | 14.19 | 20.99 | 21.81 | 16.85 | 6.49 | 19.67 | 841,262 |
| | 1980 | 15.33 | 20.72 | 20.07 | 12.46 | 4.33 | 27.09 | 810,905 |
| | 1981 | 18.59 | 20.43 | 19.41 | 8.61 | 4.14 | 28.82 | 763,664 |
| | 1982 | 18.91 | 20.20 | 19.19 | 8.96 | 5.02 | 27.72 | 632,203 |
| | 1983 | 11.79 | 14.85 | 24.68 | 13.87 | 5.17 | 29.64 | 628,853 |
| | 1984 | 14.85 | 18.24 | 25.56 | 10.28 | 7.93 | 22.14 | 841,234 |
| | 1985 | 15.82 | 17.39 | 26.36 | 9.68 | 7.80 | 23.05 | 838,607 |
| | 1986 | 14.01 | 16.50 | 27.85 | 7.14 | 8.13 | 26.37 | 832,993 |
| | 1987 | 15.80 | 17.88 | 24.34 | 7.70 | 5.95 | 28.33 | 777,115 |
| March | 1979 | 15.10 | 20.62 | 20.53 | 15.43 | 5.76 | 22.53 | 1,115,671 |
| | 1980 | 16.33 | 22.51 | 21.27 | 10.98 | 3.82 | 25.09 | 894,636 |
| | 1981 | 16.08 | 24.63 | 22.38 | 7.83 | 3.79 | 25.29 | 962,405 |
| | 1982 | 18.86 | 20.42 | 20.83 | 9.21 | 4.78 | 25.90 | 776,793 |
| | 1983 | 12.20 | 15.53 | 25.58 | 14.26 | 5.57 | 26.86 | 820,782 |
| | 1984 | 14.55 | 18.05 | 27.83 | 10.67 | 7.36 | 21.54 | 963,783 |
| | 1985 | 14.41 | 21.17 | 26.67 | 9.41 | 7.59 | 20.75 | 970,268 |
| | 1986 | 13.69 | 15.18 | 25.95 | 9.32 | 8.26 | 27.60 | 896,838 |
| April | 1979 | 12.98 | 24.21 | 20.70 | 14.20 | 5.26 | 22.65 | 987,302 |
| | 1980 | 15.34 | 21.99 | 21.04 | 10.35 | 4.09 | 27.19 | 742,607 |
| | 1981 | 15.68 | 19.62 | 20.10 | 10.54 | 5.13 | 28.93 | 750,977 |
| | 1982 | 15.48 | 17.96 | 23.14 | 12.10 | 5.91 | 25.41 | 668,463 |
| | 1983 | 13.03 | 15.77 | 27.18 | 14.38 | 5.61 | 24.03 | 763,375 |
| | 1984 | 14.32 | 18.09 | 28.54 | 11.28 | 8.30 | 19.47 | 895,402 |
| | 1985 | 13.48 | 22.09 | 27.58 | 9.65 | 7.02 | 20.18 | 987,522 |
| | 1986 | 13.12 | 15.91 | 27.47 | 9.74 | 7.78 | 25.98 | 972,172 |
| May | 1979 | 13.52 | 24.38 | 19.85 | 13.49 | 4.49 | 24.27 | 1,052,169 |
| | 1980 | 13.91 | 22.27 | 19.92 | 11.14 | 4.41 | 28.35 | 695,606 |
| | 1981 | 17.20 | 19.04 | 20.06 | 10.32 | 4.80 | 28.58 | 733,763 |
| | 1982 | 16.04 | 17.78 | 24.09 | 11.63 | 5.94 | 24.52 | 773,864 |
| | 1983 | 13.17 | 16.57 | 26.70 | 13.56 | 5.31 | 24.69 | 836,561 |
| | 1984 | 13.28 | 18.62 | 26.62 | 10.74 | 7.48 | 23.26 | 1,046,805 |
| | 1985 | 14.14 | 16.05 | 29.11 | 8.87 | 7.31 | 24.52 | 1,069,934 |
| | 1986 | 13.18 | 16.02 | 28.15 | 9.06 | 6.90 | 26.69 | 1,072,462 |
| June | 1979 | 13.75 | 24.89 | 21.20 | 13.56 | 4.13 | 22.47 | 904,000 |
| | 1980 | 14.52 | 21.32 | 21.30 | 11.69 | 4.02 | 27.15 | 701,345 |
| | 1981 | 17.34 | 19.51 | 19.69 | 10.53 | 4.52 | 28.41 | 723,342 |
| | 1982 | 15.13 | 16.68 | 21.47 | 11.19 | 4.92 | 30.61 | 650,523 |
| | 1983 | 13.86 | 17.60 | 25.01 | 12.75 | 4.74 | 26.04 | 903,427 |
| | 1984 | 13.46 | 19.20 | 24.88 | 11.03 | 7.91 | 23.52 | 951,058 |
| | 1985 | 12.83 | 14.71 | 27.56 | 9.76 | 8.27 | 26.87 | 925,334 |
| | 1986 | 13.65 | 17.14 | 27.22 | 9.18 | 6.34 | 26.47 | 1,001,152 |
| July | 1979 | 13.71 | 23.11 | 21.96 | 14.50 | 4.54 | 22.18 | 884,579 |
| | 1980 | 14.30 | 19.49 | 20.71 | 11.34 | 4.40 | 29.76 | 771,991 |
| | 1981 | 16.76 | 20.27 | 18.47 | 10.49 | 4.42 | 29.59 | 706,040 |
| | 1982 | 16.07 | 16.09 | 20.59 | 10.77 | 4.80 | 31.68 | 629,272 |
| | 1983 | 11.76 | 17.13 | 26.05 | 12.85 | 5.11 | 27.10 | 791,310 |
| | 1984 | 14.53 | 18.91 | 24.00 | 11.19 | 8.22 | 23.15 | 890,202 |
| | 1985 | 12.41 | 15.42 | 24.82 | 9.41 | 8.42 | 29.52 | 898,925 |
| | 1986 | 13.50 | 15.05 | 24.31 | 8.79 | 6.35 | 32.00 | 953,876 |
| August | 1979 | 10.33 | 21.72 | 23.69 | 16.68 | 4.59 | 22.99 | 915,550 |
| | 1980 | 16.77 | 19.30 | 20.75 | 10.17 | 4.03 | 28.98 | 684,928 |
| | 1981 | 18.62 | 20.70 | 20.61 | 10.53 | 4.69 | 24.85 | 800,725 |
| | 1982 | 16.07 | 16.75 | 19.46 | 10.09 | 4.89 | 32.74 | 608,752 |
| | 1983 | 11.15 | 16.11 | 26.56 | 12.41 | 5.51 | 28.26 | 740,073 |
| | 1984 | 14.45 | 18.12 | 22.10 | 10.58 | 8.78 | 25.97 | 815,199 |
| | 1985 | 13.97 | 16.88 | 26.86 | 8.34 | 8.37 | 25.58 | 1,000,695 |
| | 1986 | 14.12 | 15.02 | 23.76 | 8.77 | 6.30 | 32.03 | 952,262 |
| September | 1979 | 9.51 | 24.63 | 24.12 | 14.92 | 4.58 | 22.24 | 772,312 |
| | 1980 | 17.15 | 18.82 | 22.38 | 9.78 | 4.27 | 27.60 | 671,005 |
| | 1981 | 18.69 | 19.33 | 21.64 | 10.73 | 5.15 | 24.46 | 686,413 |
| | 1982 | 19.10 | 15.42 | 21.62 | 10.85 | 5.80 | 27.21 | 671,051 |
| | 1983 | 12.34 | 16.37 | 29.52 | 12.10 | 6.08 | 23.59 | 704,470 |
| | 1984 | 15.03 | 19.31 | 23.32 | 10.25 | 8.29 | 23.80 | 743,640 |
| | 1985 | 15.38 | 16.53 | 27.95 | 9.10 | 9.04 | 21.99 | 1,076,051 |
| | 1986 | 16.50 | 14.69 | 27.11 | 9.55 | 8.15 | 24.00 | 1,216,781 |
| October | 1979 | 13.09 | 20.91 | 25.93 | 14.58 | 6.40 | 19.09 | 890,827 |
| | 1980 | 16.02 | 21.52 | 24.97 | 10.77 | 5.12 | 21.60 | 846,776 |
| | 1981 | 17.58 | 19.98 | 21.79 | 10.34 | 6.08 | 24.23 | 648,184 |
| | 1982 | 14.98 | 16.43 | 22.99 | 13.17 | 6.77 | 25.66 | 656,250 |
| | 1983 | 12.68 | 16.72 | 29.31 | 12.42 | 6.07 | 22.80 | 860,318 |
| | 1984 | 13.54 | 16.43 | 25.89 | 11.31 | 9.26 | 23.57 | 902,263 |
| | 1985 | 13.56 | 14.80 | 25.15 | 6.65 | 9.05 | 30.79 | 864,677 |
| | 1986 | 14.62 | 12.58 | 26.09 | 8.31 | 8.29 | 30.11 | 905,098 |
| November | 1979 | 11.92 | 20.82 | 24.20 | 14.17 | 6.71 | 22.18 | 770,052 |
| | 1980 | 15.42 | 22.20 | 22.26 | 10.84 | 5.15 | 24.13 | 697,635 |
| | 1981 | 17.20 | 20.33 | 19.44 | 11.04 | 5.83 | 26.16 | 584,665 |
| | 1982 | 16.58 | 17.79 | 22.33 | 12.00 | 6.40 | 24.90 | 743,205 |
| | 1983 | 13.35 | 16.98 | 26.87 | 12.20 | 6.24 | 24.36 | 780,704 |
| | 1984 | 14.08 | 17.79 | 24.54 | 9.72 | 8.70 | 25.17 | 802,708 |
| | 1985 | 13.78 | 14.97 | 23.93 | 6.97 | 7.92 | 32.43 | 763,382 |
| | 1986 | 15.43 | 11.56 | 22.89 | 8.81 | 7.60 | 33.71 | 782,621 |
| December | 1979 | 12.50 | 20.91 | 21.69 | 14.94 | 6.35 | 23.61 | 725,317 |
| | 1980 | 15.51 | 21.41 | 20.23 | 10.51 | 4.97 | 27.37 | 649,101 |
| | 1981 | 14.65 | 16.57 | 19.58 | 11.29 | 6.30 | 31.61 | 522,816 |
| | 1982 | 15.93 | 16.67 | 20.27 | 11.72 | 6.32 | 29.09 | 631,875 |
| | 1983 | 14.35 | 17.43 | 25.37 | 9.12 | 8.09 | 25.64 | 752,288 |
| | 1984 | 12.39 | 17.07 | 25.26 | 10.04 | 9.06 | 26.18 | 759,486 |
| | 1985 | 14.02 | 16.71 | 22.74 | 6.85 | 8.23 | 31.45 | 814,019 |
| | 1986 | 13.82 | 13.03 | 24.62 | 8.80 | 7.35 | 32.38 | 995,313 |
| **Total for Year** | 1979 | 12.86 | 20.89 | 23.79 | 15.14 | 5.47 | 21.85 | *10,641,679 |
| | 1980 | 15.41 | 20.96 | 21.37 | 11.09 | 4.48 | 26.69 | * 8,973,345 |
| | 1981 | 17.11 | 20.22 | 20.40 | 10.16 | 4.86 | 27.25 | * 8,531,531 |
| | 1982 | 16.65 | 17.51 | 19.03 | 13.39 | 5.58 | 27.84 | * 7,977,570 |
| | 1983 | 12.65 | 16.75 | 26.17 | 9.97 | 8.50 | 25.96 | * 9,178,101 |
| | 1984 | 14.04 | 18.08 | 25.54 | 10.61 | 8.25 | 23.48 | *10,391,775 |
| | 1985 | 13.97 | 17.11 | 26.39 | 8.77 | 8.06 | 25.70 | *11,045,784 |
| | 1986 | 14.27 | 14.92 | 26.31 | 8.76 | 7.47 | 28.27 | *11,463,092 |

NOTE: *—Import yearly total adjusted in each grand total.

## IMPORT CAR SALES IN U.S. BY NAMEPLATE, 1986 vs. 1985

| | Calendar Year 1986 | Calendar Year 1985 |
|---|---|---|
| ACURA | 52,869 | —— |
| Integra | 27,807 | —— |
| Legend | 25,062 | —— |
| ALFA ROMEO | 8,201 | 4,502 |
| ASTON MARTIN | 74 | N/A |
| AUDI | 59,797 | 74,061 |
| 4000S | 12,263 | 17,448 |
| 4000CS Quattro | 4,174 | 4,897 |
| 5000S | 29,146 | 36,967 |
| 5000S Wagon | 1,665 | 2,922 |
| 5000CS Turbo | 6,303 | 7,717 |
| 5000CS Turbo Quattro | 3,400 | 451 |
| Coupe GT | 2,846 | 3,659 |
| BERTONE | 1,482 | N/A |
| BMW | 99,314 | 87,832 |
| 3-Series | 61,822 | 53,905 |
| 5-Series | 25,016 | 20,165 |
| 6-Series | 2,979 | 3,824 |
| 7-Series | 6,942 | 9,938 |
| CHEVROLET | 160,363 | 84,860 |
| Spectrum | 99,380 | 53,593 |
| Sprint | 60,983 | 31,267 |
| CHRYSLER-MITSUBISHI | 135,528 | 105,213 |
| Colt | 93,343 | 76,215 |
| Conquest | 7,089 | 5,387 |
| Vista | 35,096 | 23,611 |
| FERRARI | 771 | —— |
| HONDA | 405,399 | 406,413 |
| Civic/CRX | 212,791 | 208,031 |
| Accord | 112,767 | 122,444 |
| Prelude | 79,841 | 75,938 |
| HYUNDAI | 168,882 | —— |
| ISUZU | 38,910 | 26,953 |
| I-Mark | 26,046 | 12,780 |
| Impulse | 12,864 | 14,173 |
| JAGUAR | 24,464 | 20,528 |
| XJ-6 | 19,579 | 16,744 |
| XJ-S | 4,885 | 3,784 |
| LAMBORGHINI | 107 | 26 |
| MASERATI Biturbo | 1,298 | 1,190 |
| MAZDA | 222,716 | 211,093 |
| 323 | 74,062 | 64,444 |
| 626 | 92,411 | 92,839 |
| RX-7 | 56,203 | 53,810 |
| MERCEDES-BENZ | 99,314 | 89,098 |
| 190 | 21,897 | 25,691 |
| 260E | 859 | —— |
| 300 | 28,302 | 23,587 |
| 300SDL Turbo | 7,143 | 6,746 |
| 420SDL | 16,148 | 10,885 |
| 560SEL | 10,153 | 7,842 |
| 560SL | 12,565 | 10,508 |
| 560SEC | 2,247 | 1,638 |
| Tourist | 0 | 2,201 |
| MERCURY Merkur | 14,315 | 8,974 |
| MITSUBISHI | 49,436 | 49,734 |
| Starion | 5,792 | 4,841 |
| Cordia | 4,997 | 8,159 |
| Tredia | 9,449 | 10,902 |
| Mirage | 14,639 | 13,066 |
| Galant | 14,363 | 12,766 |
| NISSAN | 493,549 | 535,372 |
| Sentra | 158,890 | 179,235 |
| Pulsar | 47,350 | 49,816 |
| Stanza | 67,804 | 64,398 |
| Maxima | 112,756 | 99,051 |
| 200-SX | 45,952 | 65,792 |
| 300-ZX | 52,936 | 67,409 |
| Hawaii | 7,861 | 9,671 |
| PEUGEOT | 14,296 | 15,636 |
| PORSCHE | 30,471 | 25,306 |
| 924S | 3,096 | —— |
| 944 | 9,488 | 15,459 |
| 944S | 808 | —— |
| 944 Turbo | 6,215 | 1,375 |
| 911 Coupe | 4,485 | 4,457 |
| 911 Turbo | 1,384 | 261 |
| 911 Cabriolet | 2,215 | 1,172 |
| 928S | 2,780 | 2,582 |
| RENAULT | 4,152 | 7,205 |
| 18i | 2,760 | 2,411 |
| Fuego | 1,392 | 4,794 |
| ROLLS-ROYCE | 1,155 | 1,110 |
| SAAB | 48,181 | 39,068 |
| 900 | 13,869 | 11,353 |
| 900S | 15,151 | 11,836 |
| 900 Turbo | 8,627 | 14,259 |
| 9000 Turbo | 9,767 | 795 |
| Tourist | 767 | 825 |
| SUBARU | 183,242 | 178,175 |
| Hatchback | 15,972 | 15,934 |
| 3-Door | 12,032 | 1 |
| 4-Door Sedan | 49,706 | 57,665 |
| XT | 23,947 | 14,464 |
| Station Wagon | 77,438 | 86,036 |
| Brat | 4,152 | 4,075 |
| TOYOTA | 640,155 | 620,047 |
| Corolla | 152,137 | 168,378 |
| Tercel | 76,914 | 88,841 |
| Celica | 106,731 | 80,480 |
| Supra | 33,823 | 23,569 |
| Camry | 151,767 | 128,132 |
| Cressida | 42,180 | 45,920 |
| Land Cruiser | 4,475 | 4,740 |
| Van | 21,936 | 32,631 |
| 4Runner SR5 | 5,564 | 5,495 |
| MR2 | 28,851 | 32,309 |
| Hawaii | 9,496 | 10,179 |
| Others | —— | 3 |
| VOLKSWAGEN | 143,318 | 140,505 |
| Cabriolet | 14,275 | 12,644 |
| Jetta | 93,610 | 83,783 |
| Vanagon | 12,669 | 16,803 |
| Quantum | 11,880 | 13,948 |
| Scirocco | 10,884 | 13,552 |
| VOLVO | 113,267 | 104,267 |
| 240 Series | 54,195 | 52,851 |
| 740 Series | 46,578 | 37,164 |
| 760 Series | 10,313 | 12,290 |
| Tourist | 2,181 | 1,962 |
| YUGO | 35,959 | 3,895 |
| TOTAL | 3,248,430 | 2,841,063 |

## DOMESTIC SALES

### Retail Sales of U.S. New Cars

| | |
|---|---|
| 1959 | 5,485,524 |
| 1960 | 6,142,402 |
| 1961 | 5,556,102 |
| 1962 | 6,752,919 |
| 1963 | 7,334,200 |
| 1964 | 7,616,858 |
| 1965 | 8,763,197 |
| 1966 | 8,376,993 |
| 1967 | 7,567,884 |
| 1968 | 8,624,819 |
| 1969 | 8,464,375 |
| 1970 | 7,115,537 |
| 1971 | 8,676,284 |
| 1972 | 9,321,502 |
| 1973 | 9,669,689 |
| 1974 | 7,448,921 |
| 1975 | 7,050,120 |
| 1976 | 8,606,573 |
| 1977 | 9,104,454 |
| 1978 | 9,307,998 |
| 1979 | 8,315,622 |
| 1980 | 6,578,275 |
| 1981 | 6,206,296 |
| 1982 | 5,756,660 |
| 1983 | 6,795,302 |
| 1984 | 7,951,517 |
| 1985 | 8,204,721 |
| 1986 | 8,214,662 |

## IMPORT SALES

### Retail Sales of Imported Cars

| | |
|---|---|
| 1967 | 769,300 |
| 1968 | 1,030,700 |
| 1969 | 1,117,700 |
| 1970 | 1,287,520 |
| 1971 | 1,565,500 |
| 1972 | 1,621,900 |
| 1973 | 1,776,900 |
| 1974 | 1,403,035 |
| 1975 | 1,577,000 |
| 1976 | 1,493,000 |
| 1977 | 2,071,100 |
| 1978 | 2,000,500 |
| 1979 | 2,327,932 |
| 1980 | 2,396,934 |
| 1981 | 2,326,376 |
| 1982 | 2,221,517 |
| 1983 | 2,385,734 |
| 1984 | 2,441,713 |
| 1985 | 2,841,063 |
| 1986 | 3,248,430 |

## TOTAL U.S. SALES

### Retail Sales: Domestics & Imports

| | |
|---|---|
| 1967 | 8,337,184 |
| 1968 | 9,655,519 |
| 1969 | 9,582,075 |
| 1970 | 8,403,057 |
| 1971 | 10,241,784 |
| 1972 | 10,943,402 |
| 1973 | 11,446,589 |
| 1974 | 8,851,956 |
| 1975 | 8,627,120 |
| 1976 | 10,099,573 |
| 1977 | 11,175,554 |
| 1978 | 11,308,498 |
| 1979 | 10,343,554 |
| 1980 | 8,975,209 |
| 1981 | 8,532,672 |
| 1982 | 7,978,177 |
| 1983 | 9,181,036 |
| 1984 | 10,393,230 |
| 1985 | 11,045,784 |
| 1986 | 11,463,092 |

# SALES/REGISTRATIONS

## SALES OF DIESEL-POWERED NEW CARS IN THE U.S.

| | 1986 Sales | Percent Share of Diesel Market | 1985 Sales | Percent Share of Diesel Market | 1984 Sales | Percent Share of Diesel Market | 1983 Sales | Percent Share of Diesel Market | 1982 Sales | Percent Share of Diesel Market | 1981 Sales | Percent Share of Diesel Market |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Buick | 0 | — | 688 | 0.69 | 3,379 | 2.17 | 11,121 | 6.32 | 30,417 | 9.71 | 48,627 | 9.52 |
| Cadillac | 0 | — | 1,279 | 1.29 | 1,560 | 1.00 | 3,984 | 2.27 | 16,939 | 5.40 | 40,241 | 7.88 |
| Chevrolet | 0 | — | 1,857* | 1.88 | 11,452* | 7.36 | 4,877 | 2.77 | 27,549 | 8.79 | 27,600 | 5.40 |
| Oldsmobile | 0 | — | N.A. | — | 15,106 | 9.71 | 33,174 | 18.86 | 75,482 | 24.08 | 155,859 | 30.52 |
| Pontiac | 0 | — | 0 | — | 874 | 0.56 | 2,288 | 1.30 | 6,312 | 2.01 | 32,633 | 6.39 |
| GM | 0 | — | 3,824 | 3.86 | 32,371 | 20.80 | 55,444 | 31.52 | 156,699 | 49.99 | 304,960 | 59.71 |
| Ford Motor Co. | 7,000** | 16.53 | 15,199* | 15.35 | 35,352* | 22.72 | 3,100 | 1.76 | — | — | — | — |
| VW | 14,630 | 34.55 | 28,548 | 28.83 | 22,468 | 14.44 | 29,844 | 16.97 | 59,887 | 19.11 | 118,585 | 23.22 |
| Audi | 0 | — | 0 | — | 13 | 0.01 | 6,144 | 3.49 | 7,415 | 2.37 | 6,434 | 1.26 |
| VWoA | 14,630 | 34.55 | 28,548 | 28.83 | 22,481 | 14.45 | 35,988 | 20.46 | 67,302 | 21.48 | 125,019 | 24.48 |
| Mercedes-Benz | 14,329 | 33.84 | 33,077 | 33.51 | 38,887 | 24.99 | 54,044 | 30.73 | 52,051 | 16.61 | 49,354 | 9.67 |
| Volvo | 2,150 | 5.08 | 9,065 | 9.16 | 9,074 | 5.83 | 7,436 | 4.23 | 7,405 | 2.37 | 1,954 | 0.38 |
| BMW | 1,759 | 4.15 | 1,847 | 1.87 | 0 | — | 0 | — | 0 | — | 0 | — |
| Peugeot | 1,609 | 3.80 | 2,053 | 2.07 | 4,104 | 2.64 | 5,454 | 3.10 | 9,637 | 3.07 | 14,341 | 2.81 |
| Nissan | 0 | — | 0 | — | 4,063 | 2.61 | 5,894 | 3.35 | 8,836 | 2.82 | 4,683 | 0.92 |
| Toyota | 867 | 2.05 | 1,524 | 1.54 | 8,348 | 5.37 | 2,220 | 1.26 | — | — | — | — |
| Isuzu | 0 | — | 55 | 0.06 | 915 | 0.59 | 6,317 | 3.59 | 11,477 | 3.66 | 10,368 | 2.03 |
| Diesel Total | 42,344 | 100.0 | 99,016 | 100.0 | 155,595 | 100.0 | 175,897 | 100.0 | 313,407 | 100.0 | 510,679 | 100.0 |
| Total U.S. new-car sales | 11,454,468 | — | 11,043,768 | — | 10,393,230 | — | 9,181,036 | — | 7,978,177 | — | 8,532,672 | — |
| Diesel percent of total U.S. car sales | 0.37 | — | 0.90 | — | 1.50 | — | 1.92 | — | 3.93 | — | 5.98 | — |

NOTES: *—Production for model year. **—Estimated

## IMPORT CAR SALES IN THE U.S., 1986

| | Jan | Feb | March | April | May | June | July | Aug | Sept | Oct | Nov | Dec | 1986 Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Acura | — | — | 704 | 4,061 | 4,082 | 4,102 | 4,456 | 5,355 | 6,531 | 7,146 | 7,152 | 9,280 | 52,869 |
| Honda | 37,018 | 33,806 | 30,554 | 37,691 | 34,747 | 27,244 | 32,434 | 31,735 | 28,106 | 34,311 | 37,447 | 40,306 | 405,399 |
| Isuzu | 2,884 | 4,129 | 2,791 | 2,054 | 1,712 | 2,633 | 2,082 | 3,379 | 3,000 | 4,324 | 5,260 | 4,662 | 38,910 |
| Mazda | 18,993 | 19,448 | 23,561 | 9,986 | 16,853 | 14,665 | 16,607 | 16,880 | 21,818 | 17,472 | 18,134 | 28,299 | 222,716 |
| Mitsubishi | 4,090 | 4,758 | 4,089 | 2,977 | 3,857 | 3,992 | 3,434 | 4,776 | 4,035 | 3,686 | 4,304 | 5,438 | 49,436 |
| Nissan | 37,337 | 30,711 | 33,357 | 37,276 | 47,600 | 52,031 | 50,580 | 47,807 | 47,344 | 38,578 | 32,186 | 38,742 | 493,549 |
| Subaru | 16,740 | 14,891 | 17,499 | 15,683 | 14,505 | 13,657 | 16,030 | 13,964 | 17,329 | 15,356 | 12,120 | 15,468 | 183,242 |
| Toyota | 45,285 | 40,012 | 39,008 | 43,813 | 62,489 | 47,241 | 75,226 | 50,138 | 45,439 | 53,304 | 62,662 | 75,538 | 640,155 |
| Chevrolet | 9,981 | 10,198 | 14,510 | 15,177 | 15,286 | 14,262 | 12,306 | 14,127 | 23,087 | 11,278 | 8,733 | 11,418 | 160,363 |
| Chrysler | 11,871 | 11,231 | 12,388 | 10,616 | 8,833 | 9,456 | 11,345 | 11,593 | 16,048 | 10,209 | 9,354 | 12,584 | 135,528 |
| JAPANESE MODELS | 184,199 | 169,184 | 178,461 | 179,334 | 209,964 | 189,283 | 224,500 | 199,754 | 212,737 | 195,664 | 197,352 | 241,735 | 2,382,167 |
| Audi | 5,113 | 4,664 | 6,088 | 5,870 | 5,599 | 4,971 | 4,606 | 4,438 | 5,264 | 5,800 | 3,596 | 3,788 | 59,797 |
| BMW | 6,044 | 6,502 | 8,030 | 8,415 | 8,387 | 8,624 | 8,648 | 8,016 | 8,311 | 8,275 | 7,035 | 10,472 | 96,759 |
| Mercedes-Benz | 7,608 | 7,459 | 7,510 | 7,759 | 7,772 | 6,101 | 6,789 | 7,265 | 8,734 | 10,235 | 8,390 | 13,692 | 99,315 |
| Merkur | 1,075 | 1,288 | 1,363 | 1,110 | 1,554 | 1,283 | 1,506 | 1,139 | 1,601 | 1,048 | 590 | 758 | 14,315 |
| Porsche | 1,733 | 2,129 | 2,545 | 2,682 | 2,440 | 3,197 | 2,979 | 2,956 | 1,981 | 2,114 | 2,168 | 3,547 | 30,471 |
| Volkswagen | 10,505 | 10,268 | 13,008 | 14,306 | 16,398 | 13,091 | 12,547 | 12,000 | 10,673 | 9,969 | 8,707 | 11,846 | 143,318 |
| GERMAN MODELS | 32,078 | 32,310 | 38,544 | 40,142 | 42,150 | 37,267 | 37,075 | 35,814 | 36,564 | 37,441 | 30,486 | 44,103 | 443,974 |
| Alfa Romeo | 404 | 297 | 390 | 510 | 615 | 650 | 1,005 | 1,030 | 989 | 865 | 872 | 574 | 8,201 |
| Aston-Martin | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | 74 |
| Bertone | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | 1,482 |
| Ferrari | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | 771 |
| Jaguar | 1,011 | 1,673 | 1,968 | 2,159 | 2,191 | 2,504 | 2,143 | 1,676 | 2,063 | 2,490 | 1,829 | 2,757 | 24,464 |
| Lamborghini | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | 107 |
| Maserati | 145 | 157 | 171 | 144 | 183 | 128 | 80 | 50 | 60 | 60 | 60 | 60 | 1,298 |
| Peugeot | 919 | 1,154 | 1,292 | 1,088 | 1,017 | 1,028 | 1,159 | 1,036 | 1,335 | 1,546 | 1,562 | 1,160 | 14,296 |
| Renault | 350 | 273 | 242 | 580 | 247 | 252 | 244 | 328 | 824 | 226 | 198 | 388 | 4,152 |
| Rolls-Royce | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | 1,155 |
| Saab | 3,164 | 3,284 | 3,752 | 4,485 | 4,275 | 5,020 | 4,999 | 4,308 | 3,481 | 3,949 | 3,787 | 3,677 | 48,181 |
| Volvo | 12,080 | 9,043 | 10,336 | 10,018 | 10,346 | 11,600 | 11,470 | 10,157 | 9,289 | 8,915 | 7,873 | 2,140 | 113,267 |
| Yugo | 2,834 | 1,736 | 1,819 | 1,887 | 1,560 | 2,014 | 3,020 | 4,125 | 4,513 | 4,129 | 4,023 | 4,299 | 35,959 |
| Hyundai | — | 588 | 10,432 | 12,282 | 13,963 | 15,131 | 19,690 | 20,689 | 20,192 | 17,578 | 15,925 | 22,412 | 168,882 |
| OTHER MODELS | 20,907 | 18,205 | 30,402 | 33,153 | 34,397 | 38,327 | 43,810 | 43,399 | 42,746 | 39,758 | 36,129 | 37,467 | 421,518 |
| TOTAL IMPORTED CARS | 237,184 | 219,699 | 247,407 | 252,629 | 286,511 | 264,877 | 305,385 | 278,967 | 292,047 | 272,863 | 263,967 | 323,305 | 3,248,430 |
| Japanese pct. of import sales | 77.66 | 77.00 | 72.13 | 70.99 | 73.28 | 71.46 | 73.51 | 71.60 | 72.84 | 71.71 | 74.76 | 74.77 | 73.33 |
| Total U.S. sales (domestic and import) | 873,088 | 832,331 | 896,758 | 972,192 | 1,072,779 | 1,001,138 | 954,052 | 952,278 | 1,216,966 | 905,670 | 782,766 | 999,485 | 11,463,092 |
| Japanese pct. of total U.S. sales | 21.10 | 20.33 | 19.90 | 18.45 | 19.57 | 18.91 | 23.53 | 20.98 | 17.48 | 21.60 | 25.21 | 24.19 | 20.78 |
| Import pct. of total U.S. sales | 27.17 | 26.40 | 27.60 | 25.99 | 26.71 | 26.45 | 32.01 | 29.29 | 24.00 | 30.13 | 33.72 | 32.35 | 28.34 |

NOTES: Rolls-Royce monthly totals not available. Because of some year-end adjustments, monthly totals will not add to full-year import total.

## IMPORTED NEW-CAR SALES IN U.S. SINCE 1975

| | 1986 | 1985 | 1984 | 1983 | 1982 | 1981 | 1980 | 1979 | 1978 | 1977 | 1976 | 1975 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Acura | 52,869 | — | — | — | — | — | — | — | — | — | — | — |
| Alfa Romeo | 8,201 | 4,502 | 3,702 | 3,002 | 2,194 | 2,301 | 3,000 | 4,011 | 6,237 | 6,712 | 5,283 | 5,342 |
| Audi | 59,797 | 74,061 | 71,237 | 47,936 | 45,954 | 50,817 | 42,483 | 42,709 | 40,878 | 35,854 | 33,316 | 50,680 |
| Aston Martin | 74 | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. |
| Bertone | 1,482 | N.A. | N.A. | — | — | — | — | — | — | — | — | — |
| BMW | 96,759 | 87,832 | 70,897 | 59,242 | 52,393 | 41,761 | 37,071 | 34,521 | 31,457 | 28,776 | 26,040 | 19,419 |
| Capri | — | — | — | — | — | — | — | — | 4,079 | 22,458 | 29,904 | 54,586 |
| Chevrolet Spectrum | 99,380 | 53,968 | 2,077 | — | — | — | — | — | — | — | — | — |
| Chevrolet Sprint | 60,983 | 30,892 | 10,927 | — | — | — | — | — | — | — | — | — |
| Chrysler Conquest | 2,572 | — | — | — | — | — | — | — | — | — | — | — |
| DeLorean | — | — | — | — | 2,830 | 3,009 | — | — | — | — | — | — |
| Dodge Colt | 48,249 | 39,724 | 36,560 | 39,158 | 75,031 | 42,796 | 50,689 | 62,705 | 44,570 | 70,679 | 46,542 | 60,356 |
| Dodge Conquest | 2,335 | 2,716 | 3,725 | 14,024 | 14,128 | 12,690 | 12,924 | 14,166 | 17,649 | 1,832 | — | — |
| Dodge Vista | 18,101 | 12,023 | 7,805 | 2,311 | — | — | — | — | — | — | — | — |
| Fiat | — | — | — | 6,184 | 14,113 | 32,185 | 37,814 | 58,934 | 60,435 | 63,479 | 61,540 | 100,511 |
| Ferrari | 771 | N.A. | N.A. | N.A. | N.A. | N.A. | 779 | 679 | 617 | N.A. | N.A. | N.A. |
| Fiesta | — | — | — | — | — | 32,856 | 68,595 | 78,109 | 76,145 | 40,549 | — | — |
| Honda | 405,399 | 406,413 | 374,819 | 350,670 | 365,865 | 370,705 | 375,388 | 353,291 | 274,876 | 223,633 | 150,929 | 102,383 |
| Hyundai | 168,882 | — | — | — | — | — | — | — | — | — | — | — |
| Isuzu | 38,910 | 26,953 | 17,233 | 20,731 | 15,462 | 17,805 | — | | — | — | — | — |
| Jaguar | 24,464 | 20,528 | 18,044 | 15,815 | 10,349 | 4,695 | 3,029 | 3,746 | 4,782 | 4,349 | 7,384 | 6,799 |
| Lamborghini | 107 | 26 | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. |
| Lancia | — | — | — | 637 | 1,174 | 1,068 | 2,100 | 1,602 | 2,811 | 5,500 | — | — |
| Maserati | 1,298 | 1,190 | 2,023 | — | — | — | — | — | — | — | — | — |
| Mazda | 222,716 | 211,093 | 169,686 | 173,368 | 163,150 | 166,105 | 161,623 | 156,533 | 75,309 | 50,609 | 35,383 | 63,351 |
| Mercedes-Benz | 99,314 | 89,098 | 79,222 | 73,692 | 65,963 | 63,059 | 53,790 | 52,819 | 46,695 | 48,722 | 43,205 | 45,250 |
| Merkur | 14,315 | 8,974 | — | — | — | — | — | — | — | — | — | — |
| MG | — | — | — | — | 3,712 | 13,370 | 28,025 | 26,656 | 34,794 | 28,436 | 27,946 | 25,015 |
| Mitsubishi | 49,436 | 49,734 | 39,104 | 32,755 | 3,950 | — | — | — | — | — | — | — |
| Nissan | 493,549 | 535,372 | 485,298 | 521,902 | 470,246 | 464,805 | 516,890 | 472,252 | 388,096 | 388,378 | 270,103 | 253,192 |
| Opel | — | — | — | — | — | — | — | 13,815 | 19,222 | 29,067 | 10,483 | 39,730 |
| Peugeot | 14,296 | 15,636 | 20,007 | 15,241 | 14,323 | 16,937 | 12,930 | 11,688 | 9,061 | 10,002 | 9,497 | 11,850 |
| Plymouth Colt | 45,094 | 36,491 | 32,819 | 34,513 | — | 42,128 | 55,474 | 48,680 | 28,296 | 47,345 | 30,430 | — |
| Plymouth Conquest | 2,182 | 2,671 | 3,344 | 11,571 | 13,068 | 13,326 | 10,263 | 12,322 | 12,277 | 1,406 | — | — |
| Plymouth Vista | 16,995 | 11,588 | 7,465 | 1,992 | — | — | — | — | — | — | — | — |
| Porsche | 30,471 | 25,306 | 20,024 | 21,831 | 14,407 | 11,241 | 10,490 | 13,818 | 17,017 | 19,896 | 14,192 | 16,658 |
| Renault | 4,152 | 7,205 | 12,243 | 33,229 | 37,540 | 30,869 | 25,365 | 18,862 | 15,739 | 13,196 | 6,880 | 5,788 |
| Rolls-Royce | 1,155 | 1,110 | 1,083 | 1,046 | N.A. | 1,158 | 942 | 1,002 | 1,109 | N.A. | N.A. | N.A. |
| Rover | — | — | — | — | — | — | 481 | — | — | — | — | — |
| Saab | 48,181 | 39,068 | 33,631 | 26,323 | 18,463 | 14,613 | 13,558 | 15,142 | 15,862 | 13,120 | 9,886 | 13,732 |
| Subaru | 183,242 | 178,175 | 157,385 | 156,840 | 150,335 | 152,062 | 142,968 | 127,871 | 103,274 | 80,826 | 48,928 | 41,587 |
| Toyota | 640,155 | 620,047 | 557,961 | 555,766 | 530,246 | 576,491 | 582,204 | 507,816 | 441,800 | 493,048 | 346,920 | 283,909 |
| Triumph | — | — | — | — | — | 9,768 | 14,939 | 12,733 | 16,447 | 29,258 | 28,232 | 22,803 |
| Volkswagen | 143,318 | 140,505 | 103,479 | 77,009 | 67,352 | 82,173 | 90,923 | 125,100 | 216,709 | 260,704 | 201,670 | 267,730 |
| Volvo | 113,267 | 104,267 | 99,541 | 88,857 | 72,352 | 64,477 | 56,999 | 56,027 | 50,880 | 46,790 | 43,887 | 60,338 |
| Yugo | 35,959 | 3,895 | — | — | — | — | — | — | — | — | — | — |
| Total | 3,248,430 | 2,841,063 | 2,441,341 | 2,386,064 | 2,220,911 | 2,326,376 | 2,396,934 | 2,327,932 | 2,000,500 | 2,071,100 | 1,493,000 | 1,577,000 |

# SALES/REGISTRATIONS

## U.S. FACTORY SALES OF SPECIAL TRUCKS

### 4x4 Trucks

| | Domestic | Export | Total |
|---|---|---|---|
| 1961 | 72,050 | 75,024 | 147,074 |
| 1962 | 84,559 | 35,188 | 119,747 |
| 1963 | 95,316 | 41,299 | 136,615 |
| 1964 | 92,384 | 44,990 | 137,374 |
| 1965 | 106,206 | 39,772 | 145,978 |
| 1966 | 111,194 | 39,548 | 150,742 |
| 1967 | 115,766 | 37,829 | 153,595 |
| 1968 | 128,093 | 34,326 | 162,419 |
| 1969 | 142,790 | 32,036 | 174,826 |
| 1970 | 142,095 | 19,740 | 161,835 |
| 1971 | 204,811 | 20,561 | 225,372 |
| 1972 | 271,382 | 25,656 | 297,038 |
| 1973 | 368,471 | 35,157 | 403,628 |
| 1974 | 431,108 | 49,816 | 480,924 |
| 1975 | 413,720 | 65,991 | 479,711 |
| 1976 | 615,652 | 58,680 | 674,332 |
| 1977 | 749,154 | 74,959 | 824,113 |
| 1978 | 893,662 | 79,361 | 973,023 |
| 1979 | 666,522 | 85,066 | 751,588 |
| 1980 | 241,528 | 55,290 | 296,818 |
| 1981 | 241,889 | 56,633 | 298,522 |
| 1982 | 344,302 | 29,079 | 373,381 |
| 1983 | 673,720 | 49,307 | 723,027 |
| 1984 | 911,518 | 57,945 | 969,463 |
| 1985 | 997,861 | 72,752 | 1,070,613 |
| 1986 | 900,643 | 81,821 | 982,464 |

### Trucks with Diesel Engines

| | Domestic | Export | Total |
|---|---|---|---|
| 1959 | 32,741 | 2,753 | 35,494 |
| 1960 | 28,186 | 2,774 | 30,960 |
| 1961 | 24,940 | 3,485 | 28,425 |
| 1962 | 38,464 | 5,383 | 43,847 |
| 1963 | 47,211 | 9,191 | 56,402 |
| 1964 | 57,179 | 8,197 | 65,376 |
| 1965 | 72,357 | 9,794 | 82,151 |
| 1966 | 85,619 | 11,011 | 96,560 |
| 1967 | 70,800 | 13,225 | 84,025 |
| 1968 | 83,423 | 10,396 | 93,819 |
| 1969 | 101,703 | 13,167 | 114,870 |
| 1970 | 91,801 | 13,913 | 105,714 |
| 1971 | 101,488 | 11,664 | 113,152 |
| 1972 | 129,628 | 13,461 | 143,089 |
| 1973 | 152,373 | 16,016 | 168,389 |
| 1974 | 144,702 | 22,557 | 167,259 |
| 1975 | 72,605 | 29,903 | 102,508 |
| 1975 | 107,216 | 21,860 | 129,076 |
| 1977 | 165,559 | 19,738 | 185,297 |
| 1978 | 219,915 | 23,933 | 243,848 |
| 1979 | 227,834 | 28,210 | 258,528 |
| 1980 | 214,562 | 29,584 | 244,146 |
| 1981 | 209,394 | 27,776 | 237,170 |
| 1982 | 219,748 | 16,853 | 236,601 |
| 1983 | 231,905 | 15,376 | 247,281 |
| 1984 | 333,122 | 27,664 | 360,786 |
| 1985 | 324,471 | 35,921 | 360,392 |
| 1986 | 261,072 | 37,613 | 298,685 |

### Multi-Stop Delivery Trucks

| | Domestic | Export | Total |
|---|---|---|---|
| 1957 | 23,066 | 1,230 | 24,296 |
| 1958 | 20,711 | 1,651 | 22,362 |
| 1959 | 31,933 | 1,077 | 33,010 |
| 1960 | 30,074 | 914 | 30,988 |
| 1961 | 31,949 | 1,445 | 33,394 |
| 1962 | 31,749 | 738 | 32,487 |
| 1963 | 33,303 | 792 | 34,095 |
| 1964 | 29,467 | 1,039 | 30,506 |
| 1965 | 41,102 | 866 | 41,968 |
| 1966 | 37,520 | 1,333 | 38,853 |
| 1967 | 36,893 | 1,950 | 38,843 |
| 1968 | 35,842 | 988 | 36,830 |
| 1969 | 48,918 | 1,904 | 50,822 |
| 1970 | 45,244 | 2,258 | 47,502 |
| 1971 | 68,211 | 3,886 | 72,097 |
| 1972 | 73,005 | 4,534 | 77,539 |
| 1973 | 82,811 | 5,885 | 88,696 |
| 1974 | 38,800 | 3,987 | 42,787 |
| 1975 | 33,019 | 4,000 | 37,019 |
| 1976 | 49,473 | 4,664 | 54,137 |
| 1977 | 52,573 | 3,685 | 56,258 |
| 1978 | 112,730 | 7,142 | 119,872 |
| 1979 | 45,395 | 6,422 | 51,817 |
| 1980 | 23,148 | 3,466 | 26,614 |
| 1981 | 25,979 | 3,451 | 29,430 |
| 1982 | 31,793 | 1,040 | 32,833 |
| 1983 | 46,431 | 1,519 | 47,950 |
| 1984 | 61,524 | 1,460 | 62,984 |
| 1985 | 47,623 | 1,910 | 49,533 |
| 1986 | 44,090 | 2,059 | 46,149 |

### Trucks with 3 or More Axles

| | Domestic | Export | Total |
|---|---|---|---|
| 1957 | 23,082 | 2,602 | 25,684 |
| 1958 | 17,585 | 1,679 | 19,264 |
| 1959 | 27,349 | 2,165 | 29,514 |
| 1960 | 24,621 | 2,077 | 26,698 |
| 1961 | 24,004 | 1,741 | 25,745 |
| 1962 | 30,525 | 1,898 | 32,423 |
| 1963 | 39,847 | 2,374 | 42,221 |
| 1964 | 50,558 | 3,406 | 53,964 |
| 1965 | 57,968 | 4,241 | 62,209 |
| 1966 | 71,817 | 4,914 | 76,731 |
| 1967 | 58,745 | 6,424 | 65,169 |
| 1968 | 65,923 | 6,143 | 72,066 |
| 1969 | 81,286 | 12,431 | 93,717 |
| 1970 | 76,129 | 9,426 | 85,555 |
| 1971 | 84,027 | 9,314 | 93,341 |
| 1972 | 106,732 | 12,165 | 118,897 |
| 1973 | 124,913 | 14,652 | 139,565 |
| 1974 | 125,658 | 21,126 | 146,784 |
| 1975 | 56,772 | 26,682 | 83,454 |
| 1976 | 80,533 | 16,064 | 96,597 |
| 1977 | 124,427 | 13,804 | 138,231 |
| 1978 | 134,296 | 16,668 | 150,964 |
| 1979 | 142,646 | 23,315 | 165,961 |
| 1980 | 86,572 | 17,747 | 104,319 |
| 1981 | 83,103 | 16,414 | 99,517 |
| 1982 | 59,170 | 7,176 | 66,346 |
| 1983 | 66,340 | 5,027 | 71,367 |
| 1984 | 113,512 | 10,170 | 123,682 |
| 1985 | 105,703 | 11,313 | 117,016 |
| 1986 | 87,810 | 10,954 | 98,764 |

SOURCE: MVMA

## LIGHT-DUTY CALENDAR YEAR TRUCK SALES

| | 1986 | 1985 |
|---|---|---|
| Vans | 180,395 | 182,079 |
| Aerostar | 150,049 | 30,324 |
| Club Wagon | 27,374 | 31,575 |
| Ranger | 269,490 | 247,042 |
| Bronco | 49,588 | 52,281 |
| Bronco II | 103,020 | 104,934 |
| Pickups | 544,969 | 562,507 |
| **Ford** | **1,324,885** | **1,210,742** |
| Vans | 134,977 | 150,968 |
| Sportsvan | 15,614 | 21,005 |
| Astro | 147,932 | 106,157 |
| S-10 | 203,416 | 210,051 |
| S-10 Blazer | 159,820 | 187,234 |
| El Camino | 21,508 | 21,816 |
| Blazer | 41,893 | 46,298 |
| Suburban | 61,226 | 58,906 |
| Pickups | 443,051 | 476,048 |
| **Chevrolet** | **1,229,437** | **1,278,383** |
| Vans | 73,706 | 63,250 |
| Ram Wagon | 39,843 | 40,095 |
| Voyager | 110,083 | 106,492 |
| Caravan | 115,964 | 113,550 |
| Mini Ram Van | 14,587 | 22,785 |
| Ram 50 | 78,706 | 70,317 |
| Raider | 4,768 | 0 |
| Ramcharger | 23,006 | 29,325 |
| Dakota | 29,045 | 0 |
| Pickups | 106,451 | 160,574 |
| **Chrysler** | **596,159** | **606,366** |
| Vans | 30,622 | 40,607 |
| Safari | 31,178 | 24,892 |
| S-15 | 46,084 | 46,953 |
| S-15 Jimmy | 39,027 | 42,239 |
| Jimmy | 9,390 | 9,094 |
| Caballero | 2,542 | 2,604 |
| Suburban | 19,981 | 17,888 |
| Pickups | 112,799 | 121,435 |
| P Model | 4,665 | 6,482 |
| W-4 | 1,292 | 80 |
| **GMC** | **305,580** | **312,274** |
| Wrangler/CJ | 35,334 | 39,067 |
| Wagoneer | 12,800 | 14,102 |
| Cherokee | 107,225 | 98,874 |
| Grand Wagoneer | 17,254 | 17,809 |
| Comanche | 33,386 | 9,557 |
| J-10/J-20 | 1,515 | 1,980 |
| **Jeep** | **207,514** | **181,389** |
| Toyota | 384,916 | 329,930 |
| Nissan* | 223,561 | 255,601 |
| Mazda | 157,127 | 115,464 |
| Isuzu | 88,720 | 78,149 |
| Mitsubishi | 34,985 | 26,739 |
| Suzuki | 47,732 | 2,646 |
| **Imports** | **937,031** | **808,529** |
| **Industry Total** | **4,601,086** | **4,397,705** |

*Nissan includes domestically-built units in Tennessee.

## 1986 TRUCK SALES BY MANUFACTURER AND SEGMENT

| | 10,000 & LESS GVW CLASS 1-4 | 10,001-19,500 GVW CLASS 5 | 19,501-26,000 GVW CLASS 6 | 26,001-33,000 GVW CLASS 7 | 33,001 & OVER GVW CLASS 8 | TOTAL 1986 | TOTAL 1985 |
|---|---|---|---|---|---|---|---|
| CHRYSLER | 596,159 | | | | | 596,159 | 606,366 |
| JEEP | 207,514 | | | | | 207,514 | 181,389 |
| TOYOTA | 384,916 | | | | | 384,916 | 329,930 |
| NISSAN | 223,561 | | | | | 223,561 | 255,601 |
| MAZDA | 157,127 | | | | | 157,127 | 115,464 |
| AMERICAN ISUZU | 88,720 | | | | | 88,720 | 78,149 |
| MITSUBISHI | 34,985 | | | | | 34,985 | 26,739 |
| SUZUKI | 47,732 | | | | | 47,732 | 2,646 |
| FORD | 1,324,885 | | 12,643 | 32,624 | 11,286 | 1,381,438 | 1,271,889 |
| FREIGHTLINER | | | | | 17,473 | 17,473 | 18,054 |
| CHEVROLET | 1,229,437 | 314 | 7,476 | 9,836 | 531 | 1,247,594 | 1,300,130 |
| GMC | 305,580 | 5,327 | 6,721 | 10,190 | 7,229 | 345,047 | 352,129 |
| KENWORTH | | | | | 10,457 | 10,457 | 11,838 |
| MACK | | | 2,023 | 2,878 | 17,247 | 22,548 | 28,607 |
| MERCEDES | | | 2,087 | 1,929 | | 4,016 | 4,202 |
| NAVISTAR | | | 12,700 | 31,930 | 26,393 | 71,022 | 72,396 |
| PETERBILT | | | | | 9,902 | 9,902 | 11,941 |
| VOLVO | | | | 1,430 | 11,391 | 12,820 | 13,316 |
| HINO | | 54 | 344 | 640 | | 1,038 | 0 |
| NISSAN DIESEL | | 274 | 21 | 429 | | 724 | 0 |
| ISUZU TRUCK OF AMERICA | 4,946 | 8 | | | | 4,954 | 0 |
| OTHER DOMESTICS | | | 20 | | 992 | 1,012 | 987 |
| GRAND TOTAL, 1986 | 4,606,564 | 5,985 | 44,796 | 100,713 | 112,871 | 4,870,839 | |
| 1985 TOTAL | 4,397,705 | 5,081 | 40,350 | 96,973 | 133,501 | | 4,681,689 |

Class 1-4 sales data reported by individual manufacturers; Class 5-8 data reported by Motor Vehicle Manufacturers Assn.

# SALES/REGISTRATIONS

## U.S. NEW-CAR REGISTRATIONS BY MAKE SINCE WORLD WAR II

| | Nash | Hudson | Rambler | American Motors | Plymouth | Dodge | DeSoto | Chrysler | Imperial | Chrysler Corp | Ford | Mercury | Edsel | Lincoln | Ford Motor Co. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1946— | 85,169 | 72,484 | ........ | ........ | 211,800 | 135,488 | 54,420 | 65,532 | ........ | 467,240 | 326,822 | 61,187 | ........ | 10,798 | 398,807 |
| 1947— | 102,808 | 83,344 | ........ | ........ | 313,118 | 209,552 | 72,966 | 93,871 | ........ | 689,507 | 532,646 | 111,198 | ........ | 24,081 | 667,925 |
| 1948— | 104,156 | 109,497 | ........ | ........ | 347,174 | 213,923 | 82,454 | 105,315 | ........ | 748,866 | 486,888 | 137,512 | ........ | 32,638 | 567,038 |
| 1949— | 135,328 | 137,907 | ........ | ........ | 527,915 | 273,530 | 103,516 | 130,516 | ........ | 1,035,272 | 806,766 | 186,629 | ........ | 57,691 | 1,031,086 |
| 1950— | 162,224 | 134,219 | 13,498 | ........ | 547,367 | 300,104 | 115,023 | 151,300 | ........ | 1,113,794 | 1,166,118 | 318,217 | ........ | 34,318 | 1,518,653 |
| 1951— | 93,675 | 96,847 | 46,360 | ........ | 542,649 | 298,603 | 112,643 | 149,435 | ........ | 1,103,330 | 862,309 | 233,339 | ........ | 25,816 | 1,121,464 |
| 1952— | 91,304 | 78,509 | 51,216 | ........ | 433,134 | 246,464 | 91,677 | 113,392 | ........ | 884,667 | 732,481 | 185,883 | ........ | 29,110 | 947,474 |
| 1953— | 97,527 | 66,797 | 39,823 | ........ | 600,447 | 288,812 | 122,342 | 153,756 | ........ | 1,165,357 | 1,116,267 | 287,717 | ........ | 39,169 | 1,443,153 |
| 1954— | 41,116 | 34,806 | 35,613 | 118,553 | 381,078 | 154,789 | 76,739 | 101,741 | ........ | 714,347 | 1,400,440 | 269,926 | ........ | 36,251 | 1,706,617 |
| 1955— | 37,197 | 20,522 | 72,227 | 136,753 | 647,352 | 284,323 | 118,062 | 156,458 | ........ | 1,206,195 | 1,573,882 | 371,837 | ........ | 35,017 | 1,980,736 |
| 1956— | 25,271 | 11,822 | 70,867 | 115,105 | 483,756 | 220,208 | 100,766 | 106,853 | 10,460 | 922,043 | 1,375,343 | 274,603 | ........ | 44,162 | 1,694,108 |
| 1957— | 9,474 | 4,596 | 91,469 | 117,330 | 595,503 | 257,488 | 103,915 | 106,436 | 33,017 | 1,096,359 | 1,493,617 | 260,573 | 26,681 | 37,298 | 1,818,169 |
| 1958— | ........ | ........ | 186,373 | 186,373 | 391,104 | 135,538 | 47,894 | 58,573 | 14,823 | 647,932 | 1,028,893 | 136,295 | 38,601 | 26,605 | 1,230,394 |
| 1959— | ........ | ........ | 363,372 | 363,372 | 390,104 | 167,277 | 42,488 | 64,424 | 18,498 | 682,791 | 1,471,249 | 157,972 | 40,778 | 28,815 | 1,698,814 |
| 1960— | ........ | ........ | 422,273 | 422,273 | 445,590 | 356,572 | 23,062 | 79,752 | 16,360 | 921,337 | 1,420,352 | 308,239 | ........ | 20,711 | 1,749,302 |
| 1961— | ........ | ........ | 370,685 | 370,685 | 299,683 | 225,945 | ........ | 94,387 | 11,747 | 631,762 | 1,330,235 | 309,098 | ........ | 31,126 | 1,670,459 |
| 1962— | ........ | ........ | 423,104 | 423,104 | 301,158 | 238,053 | ........ | 114,131 | 13,558 | 666,900 | 1,471,514 | 321,817 | ........ | 31,533 | 1,824,864 |
| 1963— | ........ | ........ | 428,346 | 428,346 | 426,332 | 379,026 | ........ | 114,062 | 15,266 | 934,686 | 1,559,108 | 288,884 | ........ | 31,517 | 1,879,509 |
| 1964— | ........ | ........ | 379,412 | 379,412 | 492,775 | 462,551 | ........ | 137,029 | 21,157 | 1,113,512 | 1,749,014 | 311,574 | ........ | 36,897 | 2,097,485 |
| 1965— | ........ | ........ | 324,669 | 324,669 | 624,779 | 521,783 | ........ | 202,559 | 17,214 | 1,366,335 | 1,998,385 | 331,367 | ........ | 42,363 | 2,372,388 |
| 1966— | ........ | ........ | ........ | 265,712 | 598,160 | 543,560 | ........ | 230,182 | 14,609 | 1,386,511 | 1,991,520 | 308,049 | ........ | 49,324 | 2,348,893 |
| 1967— | ........ | ........ | ........ | 237,785 | 627,173 | 491,919 | ........ | 206,399 | 15,901 | 1,341,392 | 1,520,711 | 295,511 | ........ | 35,218 | 1,851,440 |
| 1968— | ........ | ........ | ........ | 259,346 | 709,823 | 581,476 | ........ | 220,786 | 15,778 | 1,527,863 | 1,803,271 | 367,515 | ........ | 57,486 | 2,228,272 |
| 1969— | ........ | ........ | ........ | 239,937 | 658,987 | 538,381 | ........ | 211,727 | 18,860 | 1,427,955 | 1,880,384 | 352,137 | ........ | 58,835 | 2,291,356 |
| 1970— | ........ | ........ | ........ | 254,327 | 681,760 | 504,097 | ........ | 153,168 | 10,753 | 1,349,778 | 1,848,669 | 310,375 | ........ | 56,654 | 2,215,698 |
| 1971— | ........ | ........ | ........ | 245,805 | 687,115 | 545,785 | ........ | 156,195 | 12,089 | 1,401,184 | 1,913,033 | 384,152 | ........ | 66,092 | 2,363,277 |
| 1972— | ........ | ........ | ........ | 301,973 | 709,884 | 562,985 | ........ | 178,951 | 14,321 | 1,466,141 | 2,058,676 | 396,186 | ........ | 94,434 | 2,549,296 |
| 1973— | ........ | ........ | ........ | 392,102 | 748,699 | 587,937 | ........ | 163,075 | 12,809 | 1,512,520 | 2,137,123 | 413,677 | ........ | 116,115 | 2,666,915 |
| 1974— | ........ | ........ | ........ | 329,431 | 597,276 | 462,672 | ........ | 107,802 | 12,252 | 1,180,202 | 1,756,811 | 330,513 | ........ | 84,693 | 2,172,017 |
| 1975— | ........ | ........ | ........ | 307,618 | 404,408 | 344,697 | ........ | 212,809 | 4,764 | 966,678 | 1,481,169 | 332,173 | ........ | 91,496 | 1,904,838 |
| 1976— | ........ | ........ | ........ | 247,032 | 526,957 | 460,647 | ........ | 271,061 | 411 | 1,259,076 | 1,665,619 | 408,121 | ........ | 115,801 | 2,189,541 |
| 1977— | ........ | ........ | ........ | 182,539 | 436,027 | 448,128 | ........ | 303,480 | ........ | 1,187,635 | 1,791,414 | 489,160 | ........ | 172,853 | 2,453,427 |
| 1978— | ........ | ........ | ........ | 157,797 | 394,534 | 427,946 | ........ | 189,631 | ........ | 1,112,111 | 1,769,077 | 560,299 | ........ | 178,873 | 2,508,249 |
| 1979— | ........ | ........ | ........ | 156,926 | 323,225 | 367,387 | ........ | 243,842 | ........ | 934,454 | 1,475,178 | 498,326 | ........ | 128,262 | 2,101,766 |
| 1980— | ........ | ........ | ........ | 150,878 | 236,522 | 250,556 | ........ | 138,385 | ........ | 625,463 | 1,046,887 | 326,361 | ........ | 72,740 | 1,445,988 |
| 1981— | ........ | ........ | ........ | 133,455 | 335,691 | 311,824 | ........ | 87,165 | 4,940 | 739,620 | 975,312 | 340,868 | ........ | 61,775 | 1,377,955 |
| 1982— | ........ | ........ | ........ | 108,706 | 243,519 | 252,183 | ........ | 169,275 | 2,603 | 667,580 | 889,470 | 316,293 | ........ | 87,820 | 1,293,583 |
| 1983— | ........ | ........ | ........ | 190,797 | 258,684 | 307,633 | ........ | 254,175 | 1,264 | 820,492 | 1,034,732 | 395,041 | ........ | 97,206 | 1,526,979 |
| 1984— | ........ | ........ | ........ | 188,752 | 281,897 | 359,722 | ........ | 321,303 | ........ | 962,922 | 1,286,004 | 520,868 | ........ | 144,548 | 1,951,420 |
| 1985— | ........ | ........ | ........ | 128,318 | 324,257 | 425,755 | ........ | 371,292 | ........ | 1,121,304 | 1,364,829 | 515,895 | ........ | 164,295 | 2,045,019 |
| 1986— | ........ | ........ | ........ | 72,008 | 351,543 | 441,694 | ........ | 349,866 | ........ | 1,143,103 | 1,364,434 | 477,874 | ........ | 169,805 | 2,012,113 |

| | Kaiser | Fraser | Willys | Kaiser*-Fraser | Buick | Cadillac | Chevrolet | Oldsmobile | Pontiac | General Motors | Packard** | Studebaker** | Imports | Misc. Domestics | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1946— | 3,501 | 1,873 | 2,329 | 5,374 | 126,322 | 23,666 | 329,601 | 93,094 | 113,109 | 685,792 | 36,435 | 58,051 | ........ | 3,515 | 1,815,196 |
| 1947— | 55,571 | 51,158 | 23,400 | 106,729 | 246,115 | 53,379 | 640,709 | 180,078 | 206,411 | 1,326,692 | 47,875 | 102,123 | ........ | 16,828 | 3,167,231 |
| 1948— | 108,367 | 57,994 | 21,408 | 166,361 | 244,762 | 59,379 | 709,609 | 175,531 | 226,939 | 1,418,200 | 77,843 | 143,120 | ........ | ........ | 3,400,954 |
| 1949— | 57,995 | 15,827 | 28,576 | 73,822 | 372,425 | 80,880 | 1,301,466 | 269,351 | 321,033 | 2,075,155 | 97,771 | 199,460 | 12,191 | 11,714 | 4,838,342 |
| 1950— | 100,171 | 11,884 | 33,926 | 112,055 | 535,806 | 101,825 | 1,420,399 | 372,519 | 440,528 | 2,871,078 | 73,155 | 268,229 | 16,337 | 9,271 | 6,326,438 |
| 1951— | 103,658 | ........ | 26,049 | 103,658 | 392,285 | 97,093 | 1,067,042 | 273,472 | 337,821 | 2,167,713 | 66,999 | 205,514 | 20,828 | 8,466 | 5,060,903 |
| 1952— | 71,306 | ........ | 41,016 | 71,306 | 310,806 | 87,806 | 852,542 | 218,189 | 266,351 | 1,735,694 | 66,346 | 157,902 | 29,299 | 3,661 | 4,158,394 |
| 1953— | 34,210 | ........ | 42,433 | 76,643 | 454,320 | 98,612 | 1,342,480 | 305,593 | 385,692 | 2,586,697 | 71,079 | 161,257 | 28,961 | 13,080 | 5,738,989 |
| 1954— | 10,012 | ........ | 17,002 | 27,014 | 613,497 | 110,328 | 1,417,453 | 407,150 | 358,167 | 2,806,595 | 38,396 | 95,914 | 25,385 | 3,766 | 5,535,437 |
| 1955— | 959 | ........ | 6,267 | 7,226 | 737,879 | 141,038 | 1,640,681 | 589,515 | 530,007 | 3,639,120 | 52,103 | 95,761 | 51,658 | 356 | 7,169,908 |
| 1956— | ........ | ........ | ........ | ........ | 529,371 | 132,952 | 1,565,399 | 437,899 | 358,668 | 3,024,286 | 28,396 | 76,402 | 91,042 | 3,866 | 5,955,248 |
| 1957— | ........ | ........ | ........ | ........ | 394,553 | 141,209 | 1,456,288 | 371,596 | 319,719 | 2,683,365 | 5,189 | 62,565 | 195,036 | 4,329 | 5,982,342 |
| 1958— | ........ | ........ | ........ | ........ | 263,981 | 122,651 | 1,234,414 | 306,566 | 229,831 | 2,157,443 | ........ | 47,798 | 365,305 | 19,269 | 4,654,513 |
| 1959— | ........ | ........ | ........ | ........ | 245,909 | 135,387 | 1,419,131 | 360,525 | 382,137 | 2,543,089 | ........ | 133,382 | 614,131 | 5,696 | 6,041,275 |
| 1960— | ........ | ........ | ........ | ........ | 267,837 | 149,593 | 1,696,925 | 355,798 | 399,646 | 2,869,799 | ........ | 106,244 | 498,785 | 8,910 | 6,576,650 |
| 1961— | ........ | ........ | ........ | ........ | 290,623 | 142,195 | 1,589,734 | 328,586 | 372,871 | 2,724,009 | ........ | 72,155 | 378,622 | 7,055 | 5,854,747 |
| 1962— | ........ | ........ | ........ | ........ | 400,267 | 151,528 | 2,078,029 | 440,995 | 528,654 | 3,599,473 | ........ | 77,877 | 339,160 | 7,485 | 6,938,863 |
| 1963— | ........ | ........ | ........ | ........ | 454,237 | 159,233 | 2,161,653 | 474,786 | 606,791 | 3,866,700 | ........ | 64,570 | 385,624 | 7,282 | 7,556,717 |
| 1964— | ........ | ........ | ........ | ........ | 481,043 | 151,638 | 2,124,905 | 513,134 | 687,902 | 3,958,622 | ........ | 27,073 | 484,131 | 5,915 | 8,065,150 |
| 1965— | ........ | ........ | ........ | ........ | 608,620 | 189,661 | 2,424,358 | 608,930 | 831,448 | 4,663,017 | ........ | 12,042 | 569,415 | 6,046 | 9,313,912 |
| 1966— | ........ | ........ | ........ | ........ | 569,131 | 196,498 | 2,158,811 | 580,550 | 830,856 | 4,335,846 | ........ | ........ | 658,123 | 7,636 | 9,008,488 |
| 1967— | ........ | ........ | ........ | ........ | 565,313 | 209,546 | 1,978,758 | 551,274 | 834,146 | 4,139,037 | ........ | ........ | 779,220 | 8,440 | 8,357,421 |
| 1968— | ........ | ........ | ........ | ........ | 627,159 | 205,593 | 2,060,249 | 624,262 | 877,382 | 4,394,645 | ........ | ........ | 985,767 | 7,969 | 9,403,862 |
| 1969— | ........ | ........ | ........ | ........ | 677,319 | 243,905 | 2,060,202 | 642,889 | 759,605 | 4,419,920 | ........ | ........ | 1,061,617 | 5,739 | 9,446,524 |
| 1970— | ........ | ........ | ........ | ........ | 493,207 | 165,042 | 1,668,288 | 461,732 | 544,715 | 3,332,984 | ........ | ........ | 1,230,961 | 4,456 | 8,388,204 |
| 1971— | ........ | ........ | ........ | ........ | 726,542 | 253,002 | 2,195,345 | 666,958 | 680,097 | 4,521,944 | ........ | ........ | 1,293,743 | 4,673 | 9,830,626 |
| 1972— | ........ | ........ | ........ | ........ | 646,526 | 257,795 | 2,289,407 | 729,153 | 712,775 | 4,635,656 | ........ | ........ | 1,529,402 | 5,326 | 10,487,794 |
| 1973— | ........ | ........ | ........ | ........ | 696,333 | 285,709 | 2,455,063 | 808,889 | 807,546 | 5,053,540 | ........ | ........ | 1,719,913 | 6,002 | 11,350,995 |
| 1974— | ........ | ........ | ........ | ........ | 428,194 | 219,993 | 1,973,706 | 519,082 | 504,081 | 3,645,056 | ........ | ........ | 1,369,148 | 5,240 | 8,701,094 |
| 1975— | ........ | ........ | ........ | ........ | 489,290 | 256,135 | 1,749,877 | 604,882 | 478,142 | 3,578,326 | ........ | ........ | 1,500,928 | 3,452 | 8,261,840 |
| 1976— | ........ | ........ | ........ | ........ | 700,778 | 293,716 | 2,035,858 | 867,485 | 706,460 | 4,604,297 | ........ | ........ | 1,446,637 | 4,902 | 9,751,485 |
| 1977— | ........ | ........ | ........ | ........ | 735,396 | 325,724 | 2,205,566 | 953,875 | 800,230 | 5,020,791 | ........ | ........ | 1,976,512 | 5,330 | 10,926,234 |
| 1978— | ........ | ........ | ........ | ........ | 762,532 | 335,053 | 2,294,990 | 967,896 | 857,083 | 5,217,554 | ........ | ........ | 1,946,094 | 4,299 | 10,946,104 |
| 1979— | ........ | ........ | ........ | ........ | 687,182 | 307,897 | 2,106,404 | 931,836 | 774,525 | 4,807,844 | ........ | ........ | 2,351,053 | 4,652 | 10,356,695 |
| 1980— | ........ | ........ | ........ | ........ | 707,544 | 212,557 | 1,725,874 | 807,000 | 612,794 | 4,065,769 | ........ | ........ | 2,469,180 | 3,659 | 8,760,937 |
| 1981— | ........ | ........ | ........ | ........ | 718,304 | 224,458 | 1,437,091 | 830,892 | 546,936 | 3,757,681 | ........ | ........ | 2,431,680 | 3,528 | 8,443,919 |
| 1982— | ........ | ........ | ........ | ........ | 713,671 | 240,197 | 1,222,624 | 775,702 | 461,149 | 3,413,343 | ........ | ........ | 2,268,631 | 2,499 | 7,754,342 |
| 1983— | ........ | ........ | ........ | ........ | 818,256 | 291,552 | 1,310,503 | 971,229 | 536,404 | 3,927,944 | ........ | ........ | 2,457,357 | 617 | 8,924,186 |
| 1984— | ........ | ........ | ........ | ........ | 919,904 | 310,257 | 1,546,098 | 1,038,774 | 685,361 | 4,501,394 | ........ | ........ | 2,523,974 | 267 | 10,128,729 |
| 1985— | ........ | ........ | ........ | ........ | 851,031 | 301,228 | 1,577,349 | 1,067,881 | 785,098 | 4,582,587 | ........ | ........ | 3,011,132 | 248 | 10,888,608 |
| 1986— | ........ | ........ | ........ | ........ | 757,328 | 300,090 | 1,367,002 | 1,044,444 | 829,650 | 4,298,514 | ........ | ........ | 3,444,190 | 77 | 11,139,842 |

SOURCE: R.L. Polk & Co.
NOTES: *—Became Kaiser-Willys in 1953 **—Became Studebaker-Packard in 1955.

# SALES/REGISTRATIONS

Domestic new-car registrations in the United States in 1986 declined by 181,824 units to 7,695,652 compared to 7,877,476 in 1985.

Import-car registrations in 1986 rose by 433,058 units to 3,444,190 compared to 1985's 3,011,132.

Total new-car registrations in the U.S. in 1986 were 11,139,842, second-highest volume in history behind record-year 1973 (11,350,995).

The figures are compiled from data by R.L. Polk & Co., which compiles registration numbers from 49 states, and manufacturers' records for Oklahoma.

Among domestic makers, Chrysler Motors' market share of 1986 new-car registrations climbed, while General Motors' and Ford Motor Co.'s fell.

Imports collectively commanded a 28.18-percent registration share.

## REGISTRATION RECORDS

### Best years for new cars

| | |
|---|---|
| 1973 | 11,350,995 |
| 1986 | 11,139,842 |
| 1978 | 10,946,104 |
| 1985 | 10,888,608 |
| 1977 | 10,826,234 |
| 1972 | 10,487,794 |
| 1979 | 10,356,695 |
| 1984 | 10,128,729 |
| 1971 | 9,830,626 |
| 1976 | 9,751,485 |
| 1969 | 9,446,524 |
| 1968 | 9,403,862 |
| 1965 | 9,313,912 |
| 1966 | 9,008,488 |
| 1983 | 8,924,186 |
| 1980 | 8,760,937 |
| 1974 | 8,701,094 |
| 1981 | 8,443,919 |
| 1970 | 8,388,204 |
| 1967 | 8,357,421 |
| 1975 | 8,261,840 |
| 1964 | 8,065,150 |
| 1982 | 7,754,342 |
| 1963 | 7,556,717 |
| 1955 | 7,169,908 |
| 1962 | 6,938,863 |
| 1960 | 6,576,650 |
| 1950 | 6,326,438 |
| 1959 | 6,041,275 |
| 1957 | 5,982,342 |
| 1956 | 5,955,248 |
| 1961 | 5,854,747 |
| 1953 | 5,738,989 |

## U.S. NEW-CAR REGISTRATIONS, 1986-1985

**Based on R.L. Polk & Co. Statistical Report**

| | 1986 | 1985 |
|---|---|---|
| AMC Alliance FWD | 49,907 | 73,472 |
| Encore FWD | 14,721 | 41,534 |
| Eagle 4WD | 1,159 | 2,519 |
| Eagle 4WD SW | 6,221 | 10,793 |
| TOTAL AMC | 72,008 | 128,318 |
| Chrysler Laser FWD | 28,321 | 50,870 |
| LeBaron GTS FWD | 67,056 | 67,489 |
| LeBaron FWD | 86,755 | 79,304 |
| LeBaron SW FWD | 6,789 | 7,424 |
| E Class-NY FWD | 55,745 | 57,603 |
| NY Fifth Ave | 105,200 | 108,602 |
| Total | 349,866 | 371,292 |
| Plymouth Horizon FWD | 108,476 | 83,120 |
| Turismo FWD | 44,689 | 52,246 |
| Sundance FWD | 16,278 | 0 |
| Reliant FWD | 99,727 | 106,192 |
| Reliant SW FWD | 28,242 | 31,021 |
| Caravelle FWD | 38,622 | 35,501 |
| Gran Fury | 15,509 | 16,177 |
| Total | 351,543 | 281,897 |
| Dodge Omni FWD | 94,896 | 70,650 |
| Charger FWD | 48,893 | 56,591 |
| Shadow FWD | 15,609 | 0 |
| Daytona FWD | 36,547 | 48,784 |
| Aries FWD | 80,581 | 87,692 |
| Aries SW FWD | 24,153 | 26,597 |
| Lancer FWD | 47,900 | 47,325 |
| 600 FWD | 61,305 | 54,681 |
| Diplomat | 31,810 | 33,435 |
| Total | 441,694 | 425,755 |
| TOTAL CHRYSLER | 1,143,103 | 1,121,304 |
| Ford Escort FWD | 325,876 | 326,444 |
| Escort SW FWD | 74,819 | 80,417 |
| EXP FWD | 444 | 18,486 |
| Mustang | 165,854 | 157,357 |
| Tempo FWD | 259,896 | 278,475 |
| Taurus FWD | 178,015 | 1,274 |
| Taurus SW FWD | 60,595 | 379 |
| LTD | 23,291 | 147,522 |
| LTD SW | 6,114 | 37,646 |
| LTD Crn. Victoria | 110,580 | 135,064 |
| LTD Crn. Victoria SW | 20,348 | 25,409 |
| Thunderbird | 138,602 | 156,356 |
| Total | 1,364,434 | 1,364,829 |
| Lincoln Town Car | 127,457 | 116,193 |
| Mark VII | 22,238 | 20,401 |
| Continental | 20,110 | 27,701 |
| Total | 169,805 | 164,295 |
| Mercury Lynx FWD | 55,546 | 69,238 |
| Lynx SW FWD | 10,343 | 14,382 |
| Capri | 11,850 | 15,632 |
| Topaz FWD | 65,498 | 73,554 |
| Sable FWD | 67,191 | 755 |
| Sable SW FWD | 24,150 | 124 |
| Marquis | 10,854 | 78,975 |
| Marquis SW | 1,260 | 10,542 |
| Grand Marquis | 108,353 | 122,335 |
| Grand Marquis SW | 10,011 | 11,804 |
| Cougar | 112,818 | 118,554 |
| Total | 477,874 | 515,895 |
| Lincoln-Mercury Total | 680,190 | 680,190 |
| TOTAL FORD | 2,012,113 | 2,045,019 |
| Buick Skylark FWD | 0 | 58,323 |
| Skyhawk FWD | 69,071 | 79,578 |
| Skyhawk SW FWD | 5,101 | 5,833 |
| Somerset/Skylark FWD | 112,375 | 93,259 |
| Century FWD | 215,114 | 209,324 |
| Century SW FWD | 21,832 | 23,944 |
| Regal | 77,962 | 114,047 |
| LeSabre | 0 | 101,923 |
| LeSabre FWD | 110,229 | 2,351 |
| Electra FWD | 106,825 | 100,013 |
| Buick SW | 15,882 | 13,545 |
| Riviera FWD | 22,937 | 48,891 |
| Total | 757,328 | 851,031 |
| Cadillac DeVille | 0 | 1,827 |
| DeVille FWD | 162,320 | 113,418 |
| Cimarron | 23,592 | 22,768 |
| Fleetwood & Chassis | 69,045 | 40,536 |
| Fleetwood FWD | 0 | 31,939 |
| Fleetwood 60 Special FWD | 11 | 0 |
| Eldorado FWD | 24,476 | 60,754 |
| Seville FWD | 20,641 | 29,986 |
| Allante FWD | 5 | 0 |
| Total | 300,090 | 301,228 |
| Chevrolet Nova | 169,837 | 31,075 |
| Chevette | 72,454 | 129,007 |
| Corsica FWD | 1,372 | 0 |
| Beretta FWD | 1,505 | 0 |
| Camaro | 165,883 | 200,091 |
| Cavalier FWD | 312,033 | 345,311 |
| Cavalier SW FWD | 50,747 | 74,386 |
| Citation FWD | 0 | 45,788 |
| Celebrity FWD | 316,208 | 276,870 |
| Celebrity SW FWD | 81,089 | 84,093 |
| Monte Carlo | 111,245 | 111,169 |
| Impala | 0 | 40,394 |
| Caprice | 179,105 | 150,190 |
| Chevrolet SW | 42,780 | 50,933 |
| Corvette | 32,581 | 38,042 |
| Total | 1,536,838 | 1,577,349 |
| Firenza FWD | 29,855 | 40,707 |
| Firenza SW FWD | 4,615 | 9,073 |
| Calais FWD | 114,295 | 122,561 |
| Cutlass Ciera FWD | 291,396 | 288,732 |
| Cutlass Ciera SW FWD | 32,211 | 41,202 |
| Cutlass Supreme | 191,138 | 218,881 |
| Delta 88 FWD | 234,755 | 6,806 |
| 98 FWD | 109,280 | 122,568 |
| Oldsmobile SW | 20,660 | 22,963 |
| Toronado FWD | 16,239 | 32,879 |
| Total | 1,044,444 | 1,067,881 |
| Pontiac 1000 | 18,142 | 22,239 |
| Firebird | 93,521 | 100,049 |
| Sunbird FWD | 98,788 | 106,947 |
| Sunbird SW FWD | 5,137 | 8,236 |
| Grand Am FWD | 198,509 | 116,535 |
| Bonneville | 35,060 | 52,739 |
| Bonneville FWD | 14,114 | 0 |
| 6000 FWD | 180,171 | 145,456 |
| 6000 SW FWD | 17,430 | 17,372 |
| Grand Prix | 37,728 | 57,290 |
| Parisienne | 50,939 | 53,155 |
| Safari SW | 12,363 | 14,659 |
| Fiero | 67,748 | 90,421 |
| Total | 829,650 | 785,098 |
| TOTAL GM | 4,298,514 | 4,582,587 |
| Miscellaneous Domestic | 77 | 248 |
| Domestic Sta. Wagon Total | 582,892 | 622,777 |
| Domestic Grand Total | 7,695,652 | 7,877,476 |
| Import Total | 3,444,190 | 3,011,132 |
| Grand Total All Registrations | 11,139,842 | 10,888,608 |

Automotive News analysis of new-car registrations based on R.L. Polk & Co. statistical report. Manufacturers' sales records used for compiling Oklahoma in 1985.

## MARKET SHARES BY COMPANY, U.S. CAR REGISTRATIONS, SINCE WORLD WAR II

| Year | GM | Ford | Chrysler | AMC* | Studebaker-Packard | Kaiser-Fraser, Willys | Miscellaneous Domestic | Imports |
|---|---|---|---|---|---|---|---|---|
| 1946 | 37.78 | 21.97 | 25.74 | 8.68 | 5.21 | 0.42 | 0.20 | — |
| 1947 | 41.89 | 21.09 | 21.77 | 5.88 | 4.73 | 4.11 | 0.53 | — |
| 1948 | 40.63 | 18.82 | 21.45 | 6.12 | 6.33 | 5.38 | 0.81 | 0.46 |
| 1949 | 42.89 | 21.31 | 21.40 | 5.65 | 6.14 | 2.12 | 0.24 | 0.25 |
| 1950 | 45.48 | 24.00 | 17.61 | 4.90 | 5.40 | 2.30 | 0.15 | 0.26 |
| 1951 | 42.83 | 22.16 | 21.80 | 4.68 | 5.38 | 2.57 | 0.17 | 0.41 |
| 1952 | 41.74 | 22.78 | 21.27 | 5.31 | 5.39 | 2.71 | 0.09 | 0.71 |
| 1953 | 45.07 | 25.15 | 20.31 | 3.55 | 4.05 | 1.34 | 0.02 | 0.51 |
| 1954 | 50.70 | 30.83 | 12.90 | 2.01 | 2.43 | 0.47 | 0.07 | 0.59 |
| 1955 | 50.76 | 27.63 | 16.82 | 1.81 | 2.06 | 0.10 | 0.01 | 0.81 |
| 1956 | 50.78 | 28.45 | 15.48 | 1.81 | 1.76 | — | 0.07 | 1.65 |
| 1957 | 44.85 | 30.39 | 18.33 | 1.77 | 1.13 | — | 0.07 | 3.46 |
| 1958 | 46.36 | 26.44 | 13.92 | 4.01 | 1.08 | — | 0.07 | 8.12 |
| 1959 | 42.10 | 28.12 | 11.30 | 6.01 | 2.21 | — | 0.09 | 10.17 |
| 1960 | 43.64 | 26.60 | 14.01 | 6.42 | 1.62 | — | 0.13 | 7.58 |
| 1961 | 46.53 | 28.53 | 10.79 | 6.33 | 1.23 | — | 0.12 | 6.47 |
| 1962 | 51.87 | 26.30 | 9.61 | 6.10 | 1.12 | — | 0.11 | 4.89 |
| 1963 | 51.04 | 24.87 | 12.37 | 5.67 | 0.85 | — | 0.10 | 5.10 |
| 1964 | 49.08 | 26.01 | 13.81 | 4.71 | 0.32 | — | 0.07 | 6.00 |
| 1965 | 50.07 | 25.47 | 14.67 | 3.49 | 0.13 | — | 0.06 | 6.11 |
| 1966 | 48.13 | 26.08 | 15.39 | 2.95 | 0.06 | — | 0.08 | 7.31 |
| 1967 | 49.53 | 22.15 | 16.05 | 2.85 | — | — | 0.10 | 9.32 |
| 1968 | 46.73 | 23.70 | 16.25 | 2.76 | — | — | 0.08 | 10.48 |
| 1969 | 46.79 | 24.25 | 15.12 | 2.54 | — | — | 0.06 | 11.24 |
| 1970 | 39.73 | 26.42 | 16.09 | 3.03 | — | — | 0.05 | 14.68 |
| 1971 | 45.16 | 23.52 | 13.71 | 2.50 | — | — | 0.05 | 15.06 |
| 1972 | 44.40 | 24.30 | 13.80 | 2.83 | — | — | 0.05 | 14.53 |
| 1973 | 44.32 | 23.50 | 13.33 | 3.45 | — | — | 0.05 | 15.15 |
| 1974 | 41.89 | 24.96 | 13.56 | 3.79 | — | — | 0.06 | 15.74 |
| 1975 | 43.31 | 23.06 | 11.70 | 3.72 | — | — | 0.04 | 18.17 |
| 1976 | 47.22 | 22.45 | 12.91 | 2.53 | — | — | 0.05 | 14.84 |
| 1977 | 46.37 | 22.66 | 10.97 | 1.69 | — | — | 0.04 | 18.26 |
| 1978 | 47.67 | 22.91 | 10.16 | 1.44 | — | — | 0.05 | 17.78 |
| 1979 | 46.42 | 20.29 | 9.02 | 1.52 | — | — | 0.05 | 22.70 |
| 1980 | 46.41 | 18.51 | 7.14 | 1.72 | — | — | 0.04 | 28.18 |
| 1981 | 44.50 | 16.32 | 8.76 | 1.58 | — | — | 0.04 | 28.80 |
| 1982 | 44.02 | 16.68 | 8.61 | 1.09 | — | — | 0.03 | 29.57 |
| 1983 | 44.01 | 17.11 | 9.19 | 2.14 | — | — | 0.01 | 27.54 |
| 1984 | 44.44 | 19.26 | 9.51 | 1.86 | — | — | 0.00 | 24.93 |
| 1985 | 42.83 | 18.86 | 11.23 | 1.18 | — | — | 0.00 | 25.90 |
| 1986 | 41.51 | 18.19 | 11.47 | 0.65 | — | — | 0.00 | 28.1 |

*And predecessors. Chart includes domestic-sponsored imports for 1986 and 1985. SOURCE: R.L. Polk & Co.

# SALES/REGISTRATIONS

## NEW-CAR REGISTRATIONS IN U.S. BY STATE, 1986 vs. 1985

| Car registrations as compiled by R.L. Polk & Co. | | AMC | Chrysler | Dodge | Plymouth | CHRYSLER TOTAL | Ford | Lincoln | Mercury | FORD TOTAL | Buick | Cadillac | Chevrolet | Oldsmobile | Pontiac | GM TOTAL | *Miscellaneous | TOTAL | | Car registrations as compiled by R.L. Polk & Co. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Alabama | '86 | 370 | 5609 | 4759 | 3352 | 13720 | 18663 | 2077 | 5763 | 26503 | 12034 | 4503 | 26668 | 15769 | 15851 | 74825 | 44053 | 159471 | '86 | Alabama |
| | '85 | 627 | 5769 | 4891 | 3046 | 13706 | 18226 | 1817 | 5854 | 25897 | 13535 | 3741 | 27575 | 17043 | 14936 | 76830 | 36479 | 153539 | '85 | |
| Alaska | '86 | 208 | 511 | 516 | 478 | 1505 | 1898 | 71 | 502 | 2471 | 406 | 135 | 1291 | 817 | 673 | 3322 | 5292 | 12798 | '86 | Alaska |
| | '85 | 622 | 588 | 894 | 805 | 2087 | 1964 | 80 | 583 | 2627 | 514 | 161 | 1441 | 861 | 648 | 3625 | 5805 | 14766 | '85 | |
| Arizona | '86 | 652 | 3567 | 3583 | 2529 | 9679 | 15337 | 1957 | 4256 | 21550 | 7315 | 3645 | 17112 | 8950 | 7914 | 44936 | 44708 | 121525 | '86 | Arizona |
| | '85 | 1059 | 3970 | 3518 | 2894 | 10382 | 15782 | 2662 | 4260 | 22704 | 8803 | 3620 | 18343 | 9524 | 8362 | 48652 | 39331 | 122128 | '85 | |
| Arkansas | '86 | 376 | 2521 | 3163 | 1797 | 7481 | 8418 | 1453 | 3315 | 13186 | 4339 | 2385 | 12119 | 9057 | 5702 | 33602 | 16306 | 70951 | '86 | Arkansas |
| | '85 | 411 | 2564 | 3032 | 1863 | 7459 | 9816 | 1387 | 3817 | 15020 | 4755 | 2219 | 12895 | 9304 | 5536 | 34709 | 13813 | 71412 | '85 | |
| California | '86 | 5662 | 34115 | 26473 | 13780 | 74368 | 130084 | 14803 | 35570 | 180457 | 47955 | 37811 | 94014 | 63921 | 47441 | 291142 | 595732 | 1147361 | '86 | California |
| | '85 | 7865 | 37155 | 29255 | 15296 | 81706 | 131305 | 13723 | 39429 | 184457 | 56438 | 39901 | 95787 | 70425 | 50144 | 312695 | 548730 | 1135453 | '85 | |
| Colorado | '86 | 938 | 2519 | 3649 | 2298 | 8466 | 13552 | 1442 | 4199 | 19193 | 6930 | 2683 | 13002 | 8618 | 6946 | 38179 | 55039 | 121815 | '86 | Colorado |
| | '85 | 1770 | 3243 | 4186 | 2738 | 10167 | 14633 | 1542 | 4200 | 20375 | 8208 | 2853 | 14637 | 9466 | 7623 | 42787 | 51316 | 126415 | '85 | |
| Connecticut | '86 | 1269 | 6293 | 7550 | 7359 | 21202 | 23288 | 2410 | 8301 | 33999 | 13771 | 4054 | 28150 | 19158 | 11838 | 76971 | 80623 | 214064 | '86 | Connecticut |
| | '85 | 2472 | 6264 | 7579 | 6576 | 20419 | 22242 | 1934 | 10393 | 34569 | 15483 | 3703 | 25105 | 17383 | 11167 | 72841 | 66946 | 197247 | '85 | |
| Delaware | '86 | 335 | 1473 | 1702 | 1608 | 4783 | 5384 | 517 | 2053 | 7954 | 3034 | 1006 | 7312 | 5368 | 3576 | 20296 | 14409 | 47777 | '86 | Delaware |
| | '85 | 532 | 1617 | 1812 | 1536 | 4965 | 4868 | 408 | 2158 | 7234 | 3653 | 997 | 7634 | 5981 | 2898 | 21163 | 12534 | 46428 | '85 | |
| District of Columbia | '86 | 206 | 748 | 715 | 481 | 1944 | 2363 | 282 | 757 | 3402 | 890 | 672 | 2296 | 1820 | 855 | 6533 | 10692 | 22777 | '86 | District of Columbia |
| | '85 | 457 | 760 | 880 | 476 | 2116 | 2353 | 336 | 849 | 3538 | 961 | 605 | 2076 | 1624 | 818 | 6084 | 8901 | 21096 | '85 | |
| Florida | '86 | 4085 | 23080 | 36162 | 18012 | 77254 | 78357 | 18896 | 31498 | 128751 | 51697 | 28768 | 82028 | 57395 | 54812 | 274700 | 216022 | 700812 | '86 | Florida |
| | '85 | 7187 | 27026 | 29745 | 15626 | 72397 | 82296 | 18093 | 35439 | 135828 | 54151 | 26943 | 112583 | 58565 | 54726 | 306968 | 187813 | 710193 | '85 | |
| Georgia | '86 | 983 | 8956 | 8777 | 5635 | 23368 | 36103 | 4147 | 12527 | 52777 | 17856 | 8277 | 35222 | 25481 | 24236 | 111072 | 95235 | 283435 | '86 | Georgia |
| | '85 | 1522 | 9646 | 8929 | 5706 | 24281 | 37365 | 3992 | 14234 | 55591 | 20479 | 7764 | 36700 | 27309 | 24226 | 116478 | 84658 | 282530 | '85 | |
| Hawaii | '86 | 143 | 1156 | 969 | 624 | 2749 | 3435 | 816 | 1068 | 5319 | 1703 | 638 | 3907 | 1975 | 1652 | 9875 | 31594 | 49680 | '86 | Hawaii |
| | '85 | 170 | 1266 | 1463 | 582 | 3291 | 2777 | 1039 | 903 | 4719 | 2094 | 520 | 3402 | 2368 | 1748 | 10132 | 33018 | 51330 | '85 | |
| Idaho | '86 | 162 | 793 | 968 | 592 | 2353 | 2554 | 190 | 1285 | 4029 | 1460 | 397 | 2225 | 2097 | 1397 | 7576 | 9566 | 23686 | '86 | Idaho |
| | '85 | 330 | 928 | 1034 | 664 | 2626 | 2393 | 164 | 1469 | 4026 | 1462 | 446 | 2476 | [illegible]026 | 1337 | 7747 | 9013 | 23742 | '85 | |
| Illinois | '86 | 3659 | 17413 | 24316 | 18910 | 60639 | 78017 | 9383 | 28081 | 115481 | 53455 | 18714 | 104990 | [illegible]520 | 54237 | 301916 | 152067 | 633762 | '86 | Illinois |
| | '85 | 6938 | 19229 | 24180 | 17282 | 60691 | 75248 | 9040 | 28338 | 112626 | 62881 | 19402 | 109827 | 75837 | 51446 | 319393 | 131145 | 630793 | '85 | |
| Indiana | '86 | 1994 | 7777 | 9552 | 8538 | 25867 | 31030 | 2055 | 11302 | 44387 | 19987 | 5438 | 40081 | 30393 | 22772 | 118671 | 36260 | 227179 | '86 | Indiana |
| | '85 | 3295 | 8082 | 8945 | 7769 | 24796 | 29799 | 1828 | 12264 | 43891 | 22445 | 5091 | 42040 | 30110 | 20003 | 119679 | 31114 | 222775 | '85 | |
| Iowa | '86 | 761 | 2537 | 4908 | 3044 | 10489 | 12817 | 710 | 5010 | 18537 | 8956 | 1592 | 17770 | 11792 | 7305 | 47415 | 14492 | 91694 | '86 | Iowa |
| | '85 | 1172 | 2628 | 4894 | 2826 | 10348 | 12902 | 801 | 5204 | 18907 | 9340 | 1660 | 19247 | 10987 | 6774 | 48008 | 13452 | 91887 | '85 | |
| Kansas | '86 | 397 | 3263 | 3053 | 2523 | 8839 | 10510 | 1032 | 4247 | 15789 | 6687 | 2016 | 12765 | 10496 | 6301 | 38265 | 23490 | 86780 | '86 | Kansas |
| | '85 | 702 | 3629 | 3091 | 2682 | 9402 | 10933 | 1107 | 4861 | 16901 | 7706 | 2125 | 14146 | 11027 | 6486 | 41490 | 21027 | 89522 | '85 | |
| Kentucky | '86 | 669 | 4215 | 5693 | 4472 | 14380 | 16686 | 1813 | 5907 | 24406 | 8173 | 3260 | 20222 | 13023 | 9964 | 54642 | 27361 | 121458 | '86 | Kentucky |
| | '85 | 1445 | 4268 | 5264 | 3924 | 13456 | 17460 | 1750 | 6724 | 25934 | 8216 | 2965 | 20350 | 12896 | 8047 | 52474 | 24648 | 117957 | '85 | |
| Louisiana | '86 | 359 | 4251 | 4507 | 2868 | 11626 | 17195 | 3278 | 5988 | 26461 | 8906 | 3867 | 17676 | 13316 | 10184 | 53949 | 41028 | 133423 | '86 | Louisiana |
| | '85 | 777 | 5437 | 4578 | 3306 | 13321 | 20585 | 3857 | 7901 | 32343 | 11439 | 4664 | 20359 | 17786 | 12645 | 66893 | 39647 | 152981 | '85 | |
| Maine | '86 | 572 | 1278 | 3092 | 2303 | 6673 | 861[illegible] | 456 | 2918 | 11993 | 3293 | 544 | 9137 | 4796 | 3240 | 21010 | 16377 | 56625 | '86 | Maine |
| | '85 | 1020 | 1264 | 2837 | 2371 | 6472 | 8701 | 425 | 3598 | 12724 | 3398 | 464 | 8436 | 4148 | 3284 | 19730 | 15093 | 55039 | '85 | |
| Maryland | '86 | 1642 | 8161 | 13884 | 11351 | 33396 | 44493 | 3163 | 11460 | 59116 | 15659 | 5592 | 50881 | 31122 | 24036 | 127290 | 97791 | 319235 | '86 | Maryland |
| | '85 | 2635 | 8782 | 12637 | 9503 | 30922 | 43609 | 2840 | 12871 | 59320 | 18323 | 5600 | 47947 | 26992 | 22797 | 121659 | 87424 | 301960 | '85 | |
| Massachusetts | '86 | 2561 | 9385 | 15260 | 11120 | 35774 | 42624 | 5159 | 18742 | 66525 | 23571 | 6045 | 56218 | 28722 | 21807 | 136363 | 121987 | 363210 | '86 | Massachusetts |
| | '85 | 4895 | 9954 | 14619 | 10778 | 35351 | 44430 | 3967 | 20354 | 68751 | 25675 | 5640 | 46987 | 27939 | 19721 | 125962 | 101243 | 336202 | '85 | |
| Michigan | '86 | 5576 | 21069 | 31086 | 21670 | 73825 | 91749 | 8050 | 35350 | 135149 | 47402 | 16267 | 84440 | 60434 | 71955 | 280498 | 63974 | 559022 | '86 | Michigan |
| | '85 | 14480 | 23072 | 29812 | 18676 | 71560 | 85725 | 11194 | 32553 | 129472 | 57607 | 16154 | 87500 | 58553 | 67873 | 287687 | 52424 | 555623 | '85 | |
| Minnesota | '86 | 1127 | 4763 | 7947 | 9628 | 22338 | 23788 | 1409 | 8005 | 33202 | 17906 | 4024 | 33315 | 29106 | 18917 | 103268 | 37829 | 197764 | '86 | Minnesota |
| | '85 | 1707 | 6176 | 8966 | 10499 | 25641 | 23568 | 1497 | 8629 | 33694 | 19251 | 3868 | 33390 | 27364 | 15898 | 99771 | 34618 | 195431 | '85 | |
| Mississippi | '86 | 171 | 2472 | 1792 | 1661 | 5925 | 8832 | 1507 | 2976 | 13315 | 5893 | 2101 | 10822 | 8300 | 6601 | 33717 | 18702 | 71830 | '86 | Mississippi |
| | '85 | 292 | 2554 | 1890 | 1707 | 6151 | 9900 | 1573 | 3537 | 15010 | 7360 | 1757 | 12274 | 9420 | 6390 | 37201 | 19055 | 77709 | '85 | |
| Missouri | '86 | 1398 | 7990 | 9712 | 7025 | 24727 | 33496 | 3008 | 11060 | 47564 | 15923 | 5397 | 34937 | 24459 | 15965 | 96681 | 47346 | 217716 | '86 | Missouri |
| | '85 | 2201 | 7988 | 10481 | 6577 | 25046 | 35283 | 2978 | 12628 | 50889 | 17820 | 4923 | 35083 | 24316 | 14957 | 97099 | 42103 | 217338 | '85 | |
| Montana | '86 | 233 | 707 | 759 | 714 | 2180 | 2561 | 125 | 925 | 3611 | 1564 | 269 | 2506 | 2344 | 933 | 7616 | 6336 | 19976 | '86 | Montana |
| | '85 | 424 | 733 | 809 | 628 | 2170 | 2544 | 125 | 1137 | 3806 | 1926 | 325 | 2890 | 2448 | 1064 | 8653 | 6353 | 21406 | '85 | |
| Nebraska | '86 | 311 | 1607 | 2188 | 1480 | 5275 | 7127 | 459 | 2633 | 10219 | 5904 | 1060 | 9148 | 6150 | 3326 | 25588 | 10457 | 51850 | '86 | Nebraska |
| | '85 | 396 | 1726 | 2169 | 1500 | 5395 | 6522 | 527 | 2683 | 9732 | 5649 | 1129 | 9884 | 5821 | 3152 | 25635 | 9157 | 50315 | '85 | |
| Nevada | '86 | 420 | 1497 | 1734 | 956 | 4187 | 5105 | 984 | 1716 | 7805 | 2285 | 1434 | 3845 | 2908 | 2608 | 13080 | 17474 | 42966 | '86 | Nevada |
| | '85 | 399 | 1186 | 1644 | 776 | 3606 | 4849 | 932 | 1911 | 7692 | 2147 | 1418 | 4353 | 2713 | 2561 | 13192 | 12654 | 37543 | '85 | |
| New Hampshire | '86 | 572 | 1699 | 3697 | 2408 | 7804 | 8798 | 874 | 3252 | 12924 | 3929 | 1112 | 12185 | 5115 | 4566 | 26907 | 28360 | 76567 | '86 | New Hampshire |
| | '85 | 1197 | 1899 | 3433 | 2413 | 7745 | 8629 | 617 | 3925 | 13171 | 4472 | 962 | 10369 | 5202 | 4300 | 25305 | 23793 | 71211 | '85 | |
| New Jersey | '86 | 3094 | 17846 | 21466 | 16762 | 56074 | 57828 | 12852 | 23667 | 94347 | 37723 | 15272 | 73719 | 48733 | 37490 | 212937 | 185006 | 551458 | '86 | New Jersey |
| | '85 | 5509 | 16072 | 18629 | 13682 | 48383 | 47721 | 9190 | 19948 | 76859 | 36873 | 14466 | 60822 | 41811 | 30323 | 184295 | 139522 | 454568 | '85 | |
| New Mexico | '86 | 224 | 1594 | 1661 | 1445 | 4700 | 7047 | 719 | 2290 | 10056 | 2190 | 897 | 5569 | 3729 | 3458 | 15843 | 16301 | 47124 | '86 | New Mexico |
| | '85 | 408 | 2127 | 1845 | 1587 | 5559 | 6849 | 894 | 2528 | 10271 | 2954 | 1072 | 6517 | 4029 | 3470 | 18042 | 14655 | 48935 | '85 | |
| New York | '86 | 6738 | 26638 | 39502 | 35405 | 101545 | 82024 | 14828 | 28616 | 125468 | 56432 | 21305 | 114471 | 79043 | 56816 | 328967 | 263694 | 825512 | '86 | New York |
| | '85 | 12182 | 25292 | 35687 | 30594 | 91573 | 78142 | 11004 | 28635 | 117781 | 59166 | 22560 | 102521 | 72951 | 50140 | 307338 | 210230 | 739104 | '85 | |
| North Carolina | '86 | 1036 | 7930 | 8014 | 6808 | 22752 | 39987 | 2874 | 9716 | 52577 | 21976 | 6629 | 38255 | 27146 | 21828 | 115834 | 92487 | 284686 | '86 | North Carolina |
| | '85 | 1676 | 7014 | 7017 | 5261 | 19292 | 34118 | 2241 | 9197 | 45556 | 22222 | 5207 | 36471 | 24901 | 17951 | 106752 | 75301 | 248577 | '85 | |
| North Dakota | '86 | 189 | 630 | 831 | 619 | 2080 | 2431 | 136 | 1088 | 3655 | 2061 | 417 | 3538 | 2506 | 1618 | 10140 | 3799 | 19863 | '86 | North Dakota |
| | '85 | 234 | 801 | 942 | 741 | 2484 | 2410 | 202 | 1305 | 3917 | 2387 | 474 | 4108 | 3001 | 1817 | 11787 | 3911 | 22333 | '85 | |
| Ohio | '86 | 4795 | 17103 | 29206 | 23800 | 70109 | 72454 | 6881 | 30572 | 109907 | 45620 | 12036 | 103005 | 59720 | 50366 | 270747 | 110587 | 566145 | '86 | Ohio |
| | '85 | 9041 | 17466 | 27289 | 21247 | 66002 | 80596 | 7059 | 38722 | 126377 | 51028 | 11793 | 108714 | 56451 | 44159 | 279145 | 99006 | 579571 | '85 | |
| Oklahoma | '86 | 162 | 5185 | 3635 | 3080 | 11900 | 14892 | 2059 | 5476 | 22427 | 8407 | 2944 | 12887 | 10659 | 8850 | 43747 | 25007 | 103243 | '86 | Oklahoma |
| | '85 | 765 | 5793 | 3617 | 3229 | 12639 | 17722 | 3240 | 7643 | 28605 | 10730 | 3579 | 17408 | 15603 | 10282 | 57602 | 24192 | 123803 | '85 | |
| Oregon | '86 | 517 | 2597 | 2602 | 2224 | 7423 | 10350 | 714 | 2313 | 13377 | 4798 | 1975 | 8611 | 5829 | 4303 | 25516 | 44676 | 91509 | '86 | Oregon |
| | '85 | 764 | 2839 | 2765 | 2596 | 8200 | 10195 | 587 | 2948 | 13730 | 4817 | 2107 | 8583 | 5843 | 3981 | 25331 | 41910 | 89935 | '85 | |
| Pennsylvania | '86 | 6149 | 19148 | 27373 | 25430 | 71951 | 68070 | 7316 | 25950 | 101336 | 44422 | 12880 | 87576 | 54419 | 46036 | 245333 | 148351 | 573120 | '86 | Pennsylvania |
| | '85 | 10212 | 19863 | 24962 | 23351 | 68176 | 65810 | 5679 | 26301 | 97790 | 48702 | 14108 | 81972 | 53535 | 40796 | 239113 | 127727 | 543018 | '85 | |
| Rhode Island | '86 | 472 | 1660 | 2900 | 1994 | 6554 | 6443 | 492 | 2226 | 9161 | 3583 | 1089 | 6167 | 5212 | 3400 | 19451 | 17960 | 53598 | '86 | Rhode Island |
| | '85 | 775 | 1502 | 2706 | 1574 | 5782 | 6085 | 304 | 2169 | 8558 | 3091 | 785 | 4975 | 4666 | 2899 | 16416 | 14273 | 45804 | '85 | |
| South Carolina | '86 | 426 | 3553 | 4140 | 2780 | 10473 | 15265 | 1684 | 4979 | 21928 | 9750 | 2969 | 16776 | 14483 | 10332 | 54330 | 40679 | 127836 | '86 | South Carolina |
| | '85 | 650 | 3784 | 4769 | 3350 | 11903 | 15895 | 1691 | 5538 | 23124 | 10422 | 2596 | 18987 | 15121 | 9267 | 56393 | 36327 | 128397 | '85 | |
| South Dakota | '86 | 239 | 530 | 719 | 806 | 2055 | 2751 | 126 | 916 | 3793 | 1965 | 374 | 3667 | 2374 | 1493 | 9873 | 2997 | 18957 | '86 | South Dakota |
| | '85 | 320 | 597 | 655 | 775 | 2027 | 2308 | 151 | 1026 | 3485 | 1842 | 326 | 4073 | 2137 | 1446 | 9824 | 2690 | 18346 | '85 | |
| Tennessee | '86 | 745 | 6618 | 6550 | 5078 | 18246 | 23235 | 2973 | 7545 | 33753 | 13097 | 6327 | 26297 | 18471 | 17636 | 81828 | 58275 | 192847 | '86 | Tennessee |
| | '85 | 1452 | 6736 | 7094 | 5218 | 19048 | 22739 | 2904 | 8035 | 33678 | 15091 | 5881 | 28134 | 19710 | 17888 | 86704 | 50094 | 190976 | '85 | |
| Texas | '86 | 1682 | 22516 | 17857 | 15112 | 55485 | 76206 | 15951 | 28297 | 120454 | 37507 | 26613 | 75543 | 64419 | 39288 | 243370 | 193157 | 614148 | '86 | Texas |
| | '85 | 3390 | 26642 | 19251 | 14356 | 60249 | 79373 | 19652 | 32036 | 131061 | 53334 | 31194 | 95473 | 84699 | 44573 | 309273 | 182171 | 686144 | '85 | |
| Utah | '86 | 352 | 1395 | 2100 | 1412 | 4907 | 4470 | 384 | 1658 | 6512 | 2583 | 753 | 6041 | 3324 | 2479 | 15180 | 21245 | 48196 | '86 | Utah |
| | '85 | 634 | 1781 | 1970 | 1708 | 5459 | 5629 | 860 | 2152 | 8641 | 3463 | 872 | 6316 | 2965 | 2470 | 16086 | 18583 | 49403 | '85 | |
| Vermont | '86 | 336 | 651 | 1452 | 1441 | 3544 | 3393 | 161 | 1384 | 4938 | 1794 | 288 | 4639 | 1751 | 1629 | 10101 | 11169 | 30088 | '86 | Vermont |
| | '85 | 598 | 678 | 1473 | 1257 | 3408 | 2936 | 152 | 1871 | 4959 | 1779 | 272 | 4124 | 1740 | 1604 | 9519 | 9813 | 28297 | '85 | |
| Virginia | '86 | 2247 | 10938 | 11819 | 10200 | 32957 | 43974 | 3718 | 12465 | 60157 | 14939 | 6210 | 40315 | 28054 | 21484 | 111002 | 109256 | 315619 | '86 | Virginia |
| | '85 | 3470 | 10282 | 10183 | 8675 | 29140 | 40264 | 3116 | 1241[illegible] | 55792 | 16245 | 5151 | 38157 | 25896 | 19380 | 104829 | 89781 | 283012 | '85 | |
| Washington | '86 | 447 | 4123 | 4262 | 3199 | 11584 | 16917 | 1323 | 4105 | 22345 | 5829 | 2485 | 13707 | 8425 | 5553 | 35999 | 65500 | 135875 | '86 | Washington |
| | '85 | 937 | 4752 | 4481 | 3514 | 12747 | 17723 | 1165 | 4987 | 23875 | 6257 | 2650 | 14410 | 8700 | 5354 | 37371 | 58895 | 133825 | '85 | |
| West Virginia | '86 | 774 | 2175 | 3781 | 2815 | 8771 | 8642 | 540 | 2887 | 12069 | 4586 | 1233 | 14896 | 6734 | 5229 | 32678 | [illegible]219 | 68211 | '86 | West Virginia |
| | '85 | 1284 | 2304 | 3394 | 2583 | 8281 | 9051 | 555 | 3274 | 12880 | 4852 | 1057 | 14850 | 6627 | 4669 | 32055 | 12224 | 66724 | '85 | |
| Wisconsin | '86 | 2289 | 4952 | 8785 | 8334 | 22071 | 22773 | 1446 | 10247 | 34466 | 17990 | 3437 | 31652 | 24616 | 21448 | 99152 | 35185 | 193143 | '86 | Wisconsin |
| | '85 | 4724 | 4851 | 8798 | 7304 | 20953 | 21682 | 1272 | 11479 | 34433 | 18309 | 3287 | 31714 | 23287 | 19984 | 96501 | 32502 | 189113 | '85 | |
| Wyoming | '86 | 194 | 585 | 526 | 423 | 1534 | 1540 | 102 | 798 | 2440 | 1108 | 227 | 1623 | 1268 | 1214 | 5440 | 4361 | 13969 | '86 | Wyoming |
| | '85 | 288 | 691 | 551 | 440 | 1682 | 1557 | 137 | 956 | 2650 | 1163 | 254 | 2068 | 1533 | 958 | 5976 | 4213 | 14809 | '85 | |
| Federal Government | '86 | 1110 | 74 | 347 | 13151 | 13572 | 859 | - | 13 | 872 | 76 | 4 | 1001 | 107 | 90 | 1878 | 54 | 17486 | '86 | Federal Government |
| | '85 | 6 | 22 | 410 | 10210 | 10642 | 9517 | 5 | 27 | 9549 | 113 | 7 | 1216 | 237 | 120 | 1693 | 53 | 21943 | '85 | |
| **U.S. TOTAL** | '86 | 72008 | 349866 | 441694 | 351543 | 1143103 | 1364434 | 169805 | 477874 | 2012113 | 757328 | 300090 | 1536839 | 1044444 | 829650 | 4468351 | 3444267 | 11139842 | '86 | **U.S. TOTAL** |
| | '85 | 128318 | 371292 | 425755 | 324257 | 1121304 | 1364829 | 164295 | 515895 | 2045019 | 851031 | 301228 | 1577349 | 1067881 | 785098 | 4582587 | 3011380 | 10888608 | '85 | |

NOTES: 1986 and 1985 data for Oklahoma compiled from manufacturers' sales records. All data property of R.L. Polk & Co.; may not be copied, sold or reprinted without permission from Polk.

*Includes imports and domestic-sponsored cars.

# NEW TRUCK REGISTRATIONS IN U.S. BY STATE, 1986 vs. 1985

| Truck registrations as compiled by R.L. Polk & Co. | | Chrysler | Ford | Daimler-Benz | Chevrolet | GMC | International | Jeep Truck | Mack Truck | Paccar | Volvo White | Misc. Domestic & Foreign | TOTAL | | Truck registrations as compiled by R.L. Polk & Co. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Alabama | '86 | 9373 | 20524 | 449 | 28799 | 5886 | 732 | 2128 | 509 | 471 | 580 | 17361 | 86812 | '86 | Alabama |
| | '85 | 8856 | 18527 | 477 | 27367 | 6330 | 981 | 1817 | 620 | 470 | 639 | 14037 | 80121 | '85 | |
| Alaska | '86 | 1648 | 3704 | 3 | 3118 | 820 | 104 | 590 | 3 | 49 | 13 | 2343 | 12395 | '86 | Alaska |
| | '85 | 2189 | 4468 | 6 | 4128 | 1398 | 84 | 1135 | 9 | 72 | 72 | 2356 | 15917 | '85 | |
| Arizona | '86 | 6344 | 19742 | 72 | 21344 | 5968 | 574 | 3345 | 116 | 101 | 128 | 26053 | 83787 | '86 | Arizona |
| | '85 | 6428 | 19833 | 109 | 25193 | 7230 | 527 | 3077 | 119 | 214 | 125 | 23930 | 86785 | '85 | |
| Arkansas | '86 | 6035 | 13913 | 240 | 18153 | 4303 | 889 | 1436 | 182 | 192 | 140 | 7679 | 53162 | '86 | Arkansas |
| | '85 | 6403 | 14239 | 183 | 18766 | 4523 | 671 | 1548 | 218 | 169 | 96 | 6871 | 53687 | '85 | |
| California | '86 | 47104 | 129661 | 1453 | 96913 | 24330 | 3720 | 25296 | 733 | 2037 | 1015 | 223702 | 555964 | '86 | California |
| | '85 | 52247 | 113618 | 1599 | 103626 | 26879 | 4538 | 22740 | 957 | 2504 | 1185 | 218918 | 548811 | '85 | |
| Colorado | '86 | 5734 | 18895 | 140 | 13668 | 4508 | 780 | 6333 | 74 | 197 | 95 | 17810 | 68234 | '86 | Colorado |
| | '85 | 6837 | 22428 | 208 | 18015 | 5102 | 1156 | 9341 | 213 | 283 | 125 | 17790 | 81498 | '85 | |
| Connecticut | '86 | 8455 | 15134 | 179 | 16492 | 3982 | 935 | 4190 | 413 | 159 | 176 | 13850 | 63965 | '86 | Connecticut |
| | '85 | 8322 | 12820 | 101 | 13677 | 3457 | 800 | 3341 | 412 | 132 | 129 | 11038 | 54229 | '85 | |
| Delaware | '86 | 2262 | 5181 | 121 | 4413 | 988 | 629 | 793 | 146 | 91 | 255 | 2909 | 17788 | '86 | Delaware |
| | '85 | 2279 | 4113 | 245 | 3918 | 906 | 972 | 689 | 237 | 148 | 107 | 2427 | 16041 | '85 | |
| District of Columbia | '86 | 560 | 769 | 12 | 654 | 120 | 13 | 274 | 4 | 2 | 1 | 649 | 3058 | '86 | District of Columbia |
| | '85 | 508 | 620 | 6 | 675 | 120 | 19 | 261 | 6 | 1 | 4 | 554 | 2774 | '85 | |
| Florida | '86 | 27257 | 72173 | 746 | 53499 | 15557 | 2963 | 11176 | 1195 | 722 | 336 | 62357 | 247981 | '86 | Florida |
| | '85 | 28674 | 70440 | 825 | 55883 | 14281 | 3461 | 9748 | 1669 | 775 | 370 | 52842 | 238968 | '85 | |
| Georgia | '86 | 15562 | 42871 | 723 | 42474 | 8309 | 2159 | 5315 | 645 | 567 | 576 | 29699 | 148900 | '86 | Georgia |
| | '85 | 15410 | 39171 | 788 | 42706 | 8089 | 2098 | 4398 | 1009 | 798 | 515 | 25444 | 140426 | '85 | |
| Hawaii | '86 | 2065 | 3835 | — | 2219 | 729 | 128 | 1638 | 4 | 53 | 18 | 7691 | 18380 | '86 | Hawaii |
| | '85 | 1963 | 3057 | — | 2066 | 758 | 88 | 904 | 1 | 46 | 17 | 7645 | 16545 | '85 | |
| Idaho | '86 | 2263 | 5187 | 35 | 3894 | 1844 | 146 | 1020 | 10 | 134 | 47 | 4261 | 18841 | '86 | Idaho |
| | '85 | 2400 | 5741 | 40 | 5166 | 2222 | 158 | 964 | 24 | 201 | 35 | 4306 | 21257 | '85 | |
| Illinois | '86 | 26332 | 54853 | 1642 | 53176 | 14110 | 5400 | 5488 | 1110 | 1175 | 1175 | 23226 | 187687 | '86 | Illinois |
| | '85 | 25472 | 47446 | 2206 | 49759 | 13915 | 5831 | 4621 | 1326 | 1603 | 1505 | 22531 | 176215 | '85 | |
| Indiana | '86 | 12987 | 30127 | 1229 | 32193 | 10107 | 2298 | 2558 | 450 | 850 | 243 | 10104 | 103146 | '86 | Indiana |
| | '85 | 12511 | 26721 | 1507 | 29910 | 10035 | 2618 | 2092 | 610 | 954 | 397 | 9938 | 97293 | '85 | |
| Iowa | '86 | 5652 | 14019 | 736 | 12434 | 2493 | 1569 | 1210 | 148 | 293 | 137 | 5248 | 43939 | '86 | Iowa |
| | '85 | 5721 | 12586 | 325 | 12862 | 2941 | 1000 | 1098 | 208 | 299 | 45 | 4553 | 41638 | '85 | |
| Kansas | '86 | 6005 | 14124 | 235 | 12734 | 4280 | 557 | 1804 | 104 | 383 | 80 | 6947 | 47253 | '86 | Kansas |
| | '85 | 6395 | 14041 | 295 | 14826 | 5008 | 670 | 1879 | 126 | 536 | 116 | 6584 | 50476 | '85 | |
| Kentucky | '86 | 8495 | 20045 | 136 | 21138 | 3857 | 809 | 1712 | 396 | 162 | 74 | 9273 | 66097 | '86 | Kentucky |
| | '85 | 8248 | 19354 | 128 | 20463 | 3886 | 781 | 1729 | 559 | 145 | 71 | 8333 | 63697 | '85 | |
| Louisiana | '86 | 9018 | 21525 | 159 | 19072 | 5637 | 568 | 1396 | 235 | 192 | 141 | 15160 | 73103 | '86 | Louisiana |
| | '85 | 11109 | 24234 | 257 | 23779 | 6999 | 698 | 1541 | 372 | 239 | 156 | 16539 | 85923 | '85 | |
| Maine | '86 | 4049 | 8484 | 86 | 7774 | 3806 | 347 | 1334 | 205 | 148 | 70 | 5036 | 31339 | '86 | Maine |
| | '85 | 4559 | 7291 | 82 | 7320 | 3624 | 338 | 1247 | 224 | 76 | 75 | 4437 | 29273 | '85 | |
| Maryland | '86 | 14506 | 32072 | 417 | 26180 | 5546 | 1704 | 3862 | 624 | 183 | 263 | 18665 | 104022 | '86 | Maryland |
| | '85 | 13129 | 28050 | 499 | 22803 | 5145 | 1765 | 3276 | 1030 | 259 | 286 | 16338 | 92580 | '85 | |
| Massachusetts | '86 | 14473 | 29131 | 489 | 25430 | 9420 | 1779 | 8630 | 860 | 131 | 492 | 19344 | 110179 | '86 | Massachusetts |
| | '85 | 14502 | 25938 | 564 | 23449 | 8244 | 1717 | 8452 | 1167 | 192 | 415 | 15947 | 100587 | '85 | |
| Michigan | '86 | 33811 | 73542 | 323 | 68213 | 26391 | 2122 | 8618 | 368 | 368 | 404 | 11084 | 225244 | '86 | Michigan |
| | '85 | 30483 | 62970 | 353 | 65323 | 25467 | 1922 | 7185 | 485 | 371 | 276 | 9448 | 204283 | '85 | |
| Minnesota | '86 | 11792 | 32673 | 501 | 22895 | 4817 | 1519 | 3315 | 323 | 630 | 283 | 9841 | 88589 | '86 | Minnesota |
| | '85 | 12187 | 30647 | 600 | 22723 | 5032 | 1957 | 3179 | 437 | 940 | 179 | 8217 | 86098 | '85 | |
| Mississippi | '86 | 4117 | 13215 | 452 | 13420 | 4094 | 531 | 794 | 270 | 261 | 136 | 10020 | 47310 | '86 | Mississippi |
| | '85 | 4394 | 13481 | 272 | 14597 | 4456 | 581 | 689 | 362 | 178 | 118 | 10999 | 50127 | '85 | |
| Missouri | '86 | 13534 | 31703 | 537 | 27608 | 9970 | 1466 | 3098 | 242 | 717 | 212 | 13960 | 103047 | '86 | Missouri |
| | '85 | 14347 | 29547 | 533 | 27833 | 10564 | 1706 | 2831 | 226 | 476 | 178 | 13163 | 101404 | '85 | |
| Montana | '86 | 1563 | 5793 | 101 | 4217 | 1496 | 124 | 622 | 22 | 245 | 32 | 3120 | 17335 | '86 | Montana |
| | '85 | 1888 | 6507 | 154 | 5106 | 1735 | 161 | 762 | 48 | 394 | 47 | 3289 | 20091 | '85 | |
| Nebraska | '86 | 2849 | 8757 | 947 | 7708 | 2178 | 1252 | 867 | 134 | 1321 | 317 | 3349 | 29679 | '86 | Nebraska |
| | '85 | 3002 | 8521 | 1159 | 8079 | 2098 | 1224 | 1031 | 266 | 1534 | 329 | 3081 | 30324 | '85 | |
| Nevada | '86 | 3075 | 7005 | 19 | 4070 | 2011 | 253 | 1386 | 39 | 142 | 14 | 7780 | 25794 | '86 | Nevada |
| | '85 | 2582 | 6483 | 22 | 3957 | 1859 | 179 | 1232 | 7 | 80 | 14 | 7334 | 23749 | '85 | |
| New Hampshire | '86 | 4899 | 8964 | 125 | 9880 | 4039 | 582 | 2123 | 319 | 102 | 81 | 7772 | 38886 | '86 | New Hampshire |
| | '85 | 4862 | 7500 | 92 | 8744 | 3136 | 575 | 2126 | 334 | 48 | 76 | 6291 | 33784 | '85 | |
| New Jersey | '86 | 20047 | 42258 | 899 | 31281 | 10223 | 2811 | 7619 | 1910 | 539 | 703 | 23863 | 142153 | '86 | New Jersey |
| | '85 | 19044 | 30568 | 1066 | 25739 | 8239 | 2650 | 6318 | 2243 | 514 | 670 | 17057 | 114108 | '85 | |
| New Mexico | '86 | 3450 | 12452 | 69 | 8264 | 3345 | 293 | 1375 | 47 | 214 | 12 | 8960 | 38481 | '86 | New Mexico |
| | '85 | 4035 | 12977 | 59 | 9854 | 3899 | 449 | 1805 | 113 | 274 | 29 | 8626 | 42120 | '85 | |
| New York | '86 | 36484 | 57646 | 974 | 57465 | 16135 | 5343 | 14086 | 1906 | 348 | 514 | 33528 | 224430 | '86 | New York |
| | '85 | 34073 | 48520 | 1137 | 49836 | 12884 | 4389 | 10919 | 2747 | 350 | 751 | 26816 | 192422 | '85 | |
| North Carolina | '86 | 14033 | 41315 | 970 | 36784 | 7967 | 1512 | 4732 | 702 | 970 | 758 | 29985 | 139728 | '86 | North Carolina |
| | '85 | 11868 | 30294 | 733 | 31422 | 7959 | 2487 | 3476 | 777 | 873 | 864 | 24936 | 115689 | '85 | |
| North Dakota | '86 | 1416 | 4299 | 90 | 4191 | 954 | 113 | 471 | 54 | 102 | 41 | 1916 | 13647 | '86 | North Dakota |
| | '85 | 1811 | 4566 | 55 | 5217 | 1253 | 128 | 613 | 87 | 169 | 41 | 1769 | 15709 | '85 | |
| Ohio | '86 | 27062 | 57740 | 697 | 65308 | 13665 | 3400 | 4693 | 967 | 682 | 509 | 22430 | 197153 | '86 | Ohio |
| | '85 | 26958 | 51994 | 679 | 60167 | 13078 | 3610 | 4478 | 1494 | 751 | 546 | 20339 | 184094 | '85 | |
| Oklahoma | '86 | 6315 | 18915 | — | 18318 | 5010 | 679 | 574 | 64 | 110 | 8 | 8067 | 58060 | '86 | Oklahoma |
| | '85 | 7776 | 23967 | — | 21595 | 7872 | 990 | 1665 | 62 | 56 | 32 | 9813 | 73828 | '85 | |
| Oregon | '86 | 5829 | 15964 | 342 | 12645 | 3524 | 425 | 2652 | 87 | 457 | 176 | 16744 | 58845 | '86 | Oregon |
| | '85 | 5858 | 14674 | 335 | 13932 | 4134 | 558 | 2574 | 184 | 443 | 185 | 16758 | 59635 | '85 | |
| Pennsylvania | '86 | 28680 | 59731 | 818 | 46762 | 12417 | 3143 | 8231 | 2132 | 617 | 481 | 24090 | 187102 | '86 | Pennsylvania |
| | '85 | 27341 | 52976 | 1001 | 42970 | 11575 | 3188 | 7750 | 2694 | 641 | 507 | 20607 | 171250 | '85 | |
| Rhode Island | '86 | 2328 | 3912 | 36 | 3285 | 1147 | 243 | 962 | 197 | 25 | 56 | 4151 | 16342 | '86 | Rhode Island |
| | '85 | 1995 | 2831 | 31 | 2423 | 845 | 159 | 831 | 217 | 28 | 41 | 2910 | 12311 | '85 | |
| South Carolina | '86 | 6675 | 15446 | 280 | 16010 | 5097 | 1058 | 1790 | 350 | 281 | 93 | 14263 | 61343 | '86 | South Carolina |
| | '85 | 6764 | 14360 | 336 | 15718 | 4979 | 811 | 1494 | 347 | 246 | 303 | 11964 | 57322 | '85 | |
| South Dakota | '86 | 1122 | 4006 | 159 | 4154 | 817 | 175 | 598 | 11 | 185 | 18 | 1387 | 12632 | '86 | South Dakota |
| | '85 | 1207 | 3901 | 175 | 4295 | 814 | 234 | 557 | 23 | 166 | 34 | 1455 | 12861 | '85 | |
| Tennessee | '86 | 11772 | 25771 | 880 | 25073 | 7888 | 1167 | 2711 | 551 | 914 | 474 | 22384 | 99585 | '86 | Tennessee |
| | '85 | 11566 | 24315 | 799 | 25142 | 8617 | 1299 | 2775 | 806 | 909 | 1230 | 21093 | 98551 | '85 | |
| Texas | '86 | 40376 | 109939 | 1504 | 114995 | 32035 | 3894 | 14458 | 1013 | 1467 | 439 | 61969 | 382089 | '86 | Texas |
| | '85 | 50882 | 115317 | 2092 | 137534 | 38198 | 4530 | 15254 | 1723 | 2120 | 611 | 66615 | 434876 | '85 | |
| Utah | '86 | 3251 | 8711 | 135 | 6986 | 2894 | 242 | 1820 | 78 | 225 | 127 | 6623 | 31092 | '86 | Utah |
| | '85 | 3792 | 10795 | 157 | 8565 | 3234 | 322 | 2062 | 122 | 374 | 183 | 6792 | 36398 | '85 | |
| Vermont | '86 | 1723 | 4233 | 77 | 4269 | 1788 | 209 | 1059 | 92 | 29 | 41 | 3724 | 17244 | '86 | Vermont |
| | '85 | 1725 | 3388 | 7 | 3860 | 1593 | 225 | 1072 | 160 | 22 | 48 | 3109 | 15209 | '85 | |
| Virginia | '86 | 16356 | 39339 | 214 | 29352 | 7193 | 2436 | 6803 | 902 | 302 | 465 | 29900 | 133262 | '86 | Virginia |
| | '85 | 14818 | 33616 | 317 | 26500 | 6222 | 1327 | 5574 | 1185 | 324 | 388 | 25189 | 115460 | '85 | |
| Washington | '86 | 7242 | 20648 | 216 | 17932 | 4208 | 774 | 3433 | 194 | 783 | 181 | 21567 | 77178 | '86 | Washington |
| | '85 | 7371 | 20600 | 248 | 19404 | 4372 | 780 | 2934 | 181 | 1035 | 158 | 21191 | 78274 | '85 | |
| West Virginia | '86 | 4421 | 12648 | 33 | 15049 | 2248 | 554 | 1563 | 169 | 75 | 83 | 4596 | 41439 | '86 | West Virginia |
| | '85 | 4970 | 12175 | 23 | 16037 | 2147 | 375 | 1380 | 240 | 76 | 85 | 4271 | 41779 | '85 | |
| Wisconsin | '86 | 11548 | 27285 | 322 | 22272 | 8040 | 1519 | 3292 | 503 | 623 | 206 | 10040 | 85650 | '86 | Wisconsin |
| | '85 | 10960 | 23094 | 382 | 20507 | 7373 | 1696 | 2830 | 459 | 642 | 263 | 7974 | 76170 | '85 | |
| Wyoming | '86 | 1612 | 4624 | 51 | 3430 | 1543 | 131 | 687 | 16 | 84 | 11 | 1746 | 13935 | '86 | Wyoming |
| | '85 | 1955 | 5586 | 43 | 4318 | 1844 | 91 | 905 | 17 | 135 | 22 | 1816 | 16732 | '85 | |
| Federal Government | '86 | 12010 | 4485 | — | 28160 | 1143 | 1749 | 13 | 1 | — | 122 | 32 | 47715 | '86 | Federal Government |
| | '85 | 26275 | 4899 | — | 29210 | 1007 | 3889 | 21 | 352 | 1 | 103 | 36 | 65793 | '85 | |
| **U.S. TOTAL** | '86 | 575571 | 1348988 | 21073 | 1245768 | 340877 | 68522 | 195973 | 21829 | 21110 | 13052 | 948258 | 4801021 | '86 | **U.S. TOTAL** |
| | '85 | 600951 | 1245805 | 23310 | 1256964 | 347577 | 73463 | 182210 | 29514 | 24286 | 14786 | 876316 | 4675192 | '85 | |

Notes: 1986 and 1985 data for Oklahoma compiled from manufacturers' sales records. All data property of R. L. Polk & Co.; may not be copied, sold, or reprinted without permission from Polk.

# SALES/REGISTRATIONS

## RECREATIONAL VEHICLE SHIPMENTS BY TYPE, 1972-1986

1986**

(Total Shipments—379,500)

| | |
|---|---|
| Travel trailers | 86,000 |
| Truck campers | 7,400 |
| Camping trailers | 36,500 |
| Motor homes | 67,700 |
| Van conversions | 181,900 |

1985**

(Total Shipments—359,200)

| | |
|---|---|
| Travel trailers | 82,900 |
| Truck campers | 6,900 |
| Camping trailers | 35,900 |
| Motor homes | 68,700 |
| Van conversions | 164,800 |

1984**

(Total Shipments—398,200)

| | |
|---|---|
| Travel trailers | 92,400 |
| Truck campers | 7,600 |
| Folding camper trailers | 40,900 |
| Motor homes | 82,000 |
| Van conversions | 175,300 |

1983**

(Total Shipments—358,000)

| | |
|---|---|
| Travel trailers | 90,000 |
| Truck campers | 6,800 |
| Folding campers | 37,500 |
| Motor homes | 69,500 |
| Van conversions | 154,200 |

1982**

(Total Shipments—258,000)

| | |
|---|---|
| Travel trailers | 65,500 |
| Truck campers | 5,700 |
| Folding camping trailers | 34,300 |
| Motor homes | 41,200 |
| Van conversions | 111,300 |

1981**

(Total Shipments—239,100)

| | |
|---|---|
| Travel trailers | 63,800 |
| Truck campers | 5,100 |
| Fold-down camping trailers | 35,000 |
| Motor homes | 35,400 |
| Van conversions | 99,800 |

1980**

(Total Shipments—181,400)

| | |
|---|---|
| Travel trailers | 51,900 |
| Truck campers | 5,000 |
| Fold-down camping trailers | 24,500 |
| Motor homes | 28,600 |
| Van conversions | 71,400 |

1979**

(Total Shipments—303,300)

| | |
|---|---|
| Travel trailers | 90,200 |
| Truck campers | 13,800 |
| Fold-down camping trailers | 31,100 |
| Motor homes | 64,100 |
| Van conversions | 104,100 |

1978**

(Total Shipments—526,300)

| | |
|---|---|
| Travel trailers | 159,800 |
| Truck campers | 48,200 |
| Fold-down camping trailers | 48,200 |
| Motor homes | 157,200 |
| Van conversions | 136,400 |

1977

(Total Shipments—745,600)

| | |
|---|---|
| Travel trailers | 167,900 |
| Truck campers | 31,900 |
| Fold-down camping trailers | 53,900 |
| Motor homes | 280,200 |
| Pickup covers | 211,700 |

1976

(Total Shipments—656,300)

| | |
|---|---|
| Travel trailers | 189,700 |
| Truck campers | 42,000 |
| Camping trailers | 53,300 |
| Motor homes | 156,100 |
| Pickup covers | 215,200 |

1975

(Total Shipments—552,100)

| | |
|---|---|
| Travel trailers | 150,600 |
| Truck campers | 44,300 |
| Camping trailers | 48,100 |
| Motor homes | 96,600 |
| Pickup covers | 212,500 |

1974

(Total Shipments—529,200)

| | |
|---|---|
| Travel trailers | 126,300 |
| Truck campers | 45,400 |
| Camping trailers | 55,200 |
| Motor homes* | 68,900 |
| Pickup covers | 233,400 |

1973

(Total Shipments—752,500)

| | |
|---|---|
| Travel trailers | 212,300 |
| Truck campers | 89,800 |
| Camping trailers | 97,700 |
| Motor homes* | 129,000 |
| Pickup covers | 223,700 |

1972

(Total Shipments—747,500)

| | |
|---|---|
| Travel trailers | 250,800 |
| Truck campers | 105,100 |
| Camping trailers | 110,200 |
| Motor homes* | 116,800 |
| Pickup covers | 164,600 |

**Pickup covers no longer included in RVIA shipments.
*Imports of Volkswagen Campmobile motor home included only in 1972-'74 totals.

SOURCE: Recreation Vehicle Industry Assn.

## DOMESTIC AND IMPORT TRUCK SALES BY MONTH, 1986; BY YEAR, 1986 vs. 1985

| | January | February | March | April | May | June | July | August | September | October | November | December | 1986 | 1985 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Ford** | | | | | | | | | | | | | | |
| Vans | 12,195 | 11,792 | 16,387 | 16,185 | 16,357 | 16,968 | 14,498 | 14,472 | 15,984 | 14,140 | 12,703 | 18,714 | 180,395 | 182,079 |
| Aerostar | 8,160 | 8,240 | 11,954 | 12,693 | 15,177 | 16,183 | 13,698 | 12,821 | 11,835 | 11,738 | 12,408 | 15,142 | 150,049 | 30,324 |
| Club Wagon | 1,965 | 1,726 | 2,076 | 3,080 | 3,072 | 2,442 | 1,847 | 1,932 | 1,555 | 2,532 | 2,201 | 2,946 | 27,374 | 31,575 |
| Ranger | 22,836 | 21,729 | 22,529 | 23,700 | 29,627 | 23,861 | 23,004 | 23,793 | 25,874 | 15,745 | 15,303 | 21,489 | 269,490 | 247,042 |
| Bronco | 3,485 | 3,273 | 4,426 | 4,301 | 4,254 | 4,253 | 4,177 | 4,011 | 5,097 | 3,115 | 3,918 | 5,278 | 49,588 | 52,281 |
| Bronco II | 5,984 | 5,989 | 8,012 | 7,763 | 9,192 | 8,388 | 8,914 | 9,572 | 14,418 | 7,505 | 7,712 | 9,571 | 103,020 | 104,934 |
| Pickups | 40,085 | 40,051 | 40,403 | 43,590 | 49,705 | 46,638 | 46,547 | 48,914 | 73,052 | 42,765 | 29,570 | 43,649 | 544,969 | 562,507 |
| Mediums | 3,070 | 2,475 | 3,961 | 3,956 | 3,490 | 4,665 | 3,930 | 3,460 | 3,389 | 3,359 | 3,714 | 4,906 | 45,267 | 45,980 |
| Heavies | 877 | 783 | 1,318 | 1,180 | 866 | 1,482 | 1,068 | 1,013 | 815 | 829 | 954 | 993 | 11,286 | 15,087 |
| Total Ford | 98,657 | 96,058 | 111,066 | 116,448 | 131,740 | 124,880 | 117,683 | 119,988 | 152,019 | 101,728 | 88,483 | 122,688 | 1,381,438 | 1,271,809 |
| **Chevrolet** | | | | | | | | | | | | | | |
| Vans | 8,224 | 9,161 | 11,399 | 11,952 | 14,492 | 13,626 | 11,694 | 10,317 | 16,628 | 11,185 | 7,826 | 8,473 | 134,977 | 150,868 |
| Sports Van | 1,020 | 1,400 | 1,604 | 1,672 | 1,737 | 1,803 | 1,388 | 985 | 1,057 | 1,056 | 853 | 1,039 | 15,614 | 21,005 |
| Astro | 8,853 | 10,181 | 13,107 | 13,934 | 15,939 | 15,026 | 12,620 | 11,114 | 9,521 | 11,696 | 11,283 | 14,658 | 147,932 | 106,157 |
| S-10 | 16,049 | 17,626 | 16,531 | 19,404 | 21,673 | 19,428 | 14,119 | 16,525 | 23,813 | 12,393 | 10,906 | 14,949 | 203,416 | 210,051 |
| S-10 Blazer | 10,311 | 11,050 | 14,046 | 14,173 | 16,532 | 14,887 | 12,586 | 14,765 | 20,691 | 9,481 | 9,172 | 12,124 | 159,820 | 187,234 |
| El Camino | 2,465 | 2,026 | 1,474 | 1,895 | 1,986 | 1,936 | 1,428 | 1,503 | 2,765 | 1,393 | 1,117 | 1,520 | 21,508 | 21,816 |
| Blazer | 2,890 | 3,099 | 3,608 | 3,643 | 3,938 | 3,830 | 3,271 | 3,598 | 5,715 | 2,840 | 2,359 | 3,102 | 41,893 | 46,298 |
| Suburban | 3,276 | 3,974 | 4,813 | 5,131 | 6,481 | 6,245 | 4,887 | 5,079 | 8,385 | 3,891 | 3,888 | 5,176 | 61,226 | 58,906 |
| Pickups | 34,454 | 36,839 | 33,707 | 38,215 | 41,172 | 40,702 | 35,673 | 34,964 | 55,508 | 33,243 | 25,613 | 32,961 | 443,051 | 476,048 |
| Mediums | 1,477 | 1,510 | 1,770 | 1,668 | 1,879 | 1,506 | 1,401 | 1,390 | 1,355 | 1,549 | 1,159 | 1,494 | 18,158 | 21,747 |
| Total Chevy | 89,019 | 96,366 | 102,059 | 111,687 | 125,829 | 118,989 | 99,069 | 100,240 | 145,438 | 88,727 | 74,176 | 95,496 | 1,247,595 | 1,300,130 |
| **Chrysler** | | | | | | | | | | | | | | |
| Vans | 3,952 | 3,850 | 6,231 | 7,814 | 9,154 | 7,528 | 6,652 | 6,024 | 6,624 | 5,282 | 4,184 | 6,411 | 73,706 | 63,250 |
| Ram Wagon | 2,047 | 2,293 | 4,076 | 4,935 | 5,047 | 4,077 | 3,385 | 2,756 | 3,480 | 2,722 | 2,143 | 2,882 | 39,843 | 40,095 |
| Voyager | 8,274 | 8,453 | 10,941 | 10,773 | 10,625 | 10,265 | 8,416 | 6,436 | 7,885 | 7,712 | 8,573 | 11,730 | 110,083 | 106,492 |
| Caravan | 8,857 | 8,898 | 11,243 | 10,764 | 10,827 | 10,802 | 9,224 | 6,765 | 9,147 | 8,625 | 9,179 | 11,633 | 115,964 | 113,550 |
| Mini Ram Van | 1,187 | 1,175 | 1,579 | 1,317 | 1,311 | 1,607 | 1,180 | 937 | 1,083 | 1,086 | 965 | 1,160 | 14,587 | 22,785 |
| Ram 50 | 5,929 | 6,364 | 6,158 | 6,263 | 7,055 | 5,593 | 5,385 | 5,289 | 7,286 | 6,812 | 8,941 | 7,631 | 78,706 | 70,317 |
| Raider | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 88 | 978 | 1,239 | 1,162 | 1,301 | 4,768 | 0 |
| Ramcharger | 1,340 | 1,266 | 1,551 | 2,251 | 2,966 | 2,023 | 2,160 | 2,198 | 2,616 | 1,492 | 1,298 | 1,845 | 23,006 | 29,325 |
| Dakota | 0 | 0 | 0 | 0 | 0 | 159 | 497 | 1,089 | 2,788 | 5,358 | 8,275 | 10,879 | 29,045 | 0 |
| Pickups | 8,749 | 7,379 | 7,323 | 7,949 | 7,936 | 8,010 | 9,297 | 10,369 | 13,941 | 8,138 | 7,648 | 9,712 | 106,451 | 160,574 |
| Total Chrysler | 40,335 | 39,678 | 49,102 | 52,066 | 54,921 | 50,064 | 46,196 | 41,951 | 55,828 | 48,466 | 52,368 | 65,184 | 596,159 | 606,388 |
| **GMC** | | | | | | | | | | | | | | |
| Vans | 2,556 | 2,706 | 3,188 | 3,192 | 3,611 | 3,756 | 3,908 | 2,715 | 4,694 | 3,251 | 2,243 | 3,802 | 39,622 | 40,607 |
| Safari | 1,989 | 2,322 | 3,003 | 2,856 | 3,134 | 3,214 | 2,617 | 2,165 | 1,897 | 2,246 | 2,189 | 3,546 | 31,178 | 24,892 |
| S-15 | 3,717 | 4,243 | 4,034 | 4,465 | 4,940 | 4,471 | 3,714 | 3,506 | 4,934 | 2,586 | 2,120 | 3,354 | 46,084 | 46,953 |
| S-15 Jimmy | 2,660 | 2,742 | 3,397 | 3,394 | 3,713 | 3,681 | 3,205 | 3,430 | 4,966 | 2,576 | 2,154 | 3,109 | 39,027 | 42,239 |
| Jimmy | 572 | 645 | 771 | 684 | 766 | 784 | 823 | 631 | 1,359 | 752 | 732 | 871 | 9,390 | 9,094 |
| Caballero | 321 | 248 | 191 | 205 | 250 | 248 | 191 | 172 | 274 | 168 | 109 | 165 | 2,542 | 2,604 |
| Suburban | 1,290 | 1,327 | 1,509 | 1,490 | 1,985 | 1,870 | 1,652 | 1,408 | 2,429 | 1,567 | 1,435 | 2,019 | 19,981 | 17,888 |
| Pickups | 8,937 | 9,358 | 8,638 | 9,292 | 10,160 | 10,082 | 10,264 | 8,598 | 13,634 | 8,498 | 6,869 | 8,469 | 112,799 | 121,435 |
| P-Model | 306 | 330 | 309 | 446 | 411 | 427 | 537 | 250 | 267 | 420 | 308 | 654 | 4,665 | 6,482 |
| Mediums | 2,476 | 2,919 | 3,111 | 3,496 | 2,912 | 2,836 | 3,567 | 2,161 | 2,584 | 1,388 | 1,854 | 1,934 | 31,238 | 29,000 |
| Heavies | 636 | 489 | 735 | 616 | 580 | 707 | 895 | 550 | 615 | 401 | 437 | 568 | 7,229 | 10,856 |
| W-4 | 61 | 90 | 98 | 127 | 110 | 101 | 111 | 100 | 114 | 125 | 116 | 139 | 1,292 | 80 |
| Total GMC | 25,521 | 27,419 | 28,984 | 30,263 | 32,572 | 32,177 | 31,484 | 25,686 | 37,767 | 23,978 | 20,566 | 28,630 | 345,047 | 352,130 |
| **AMC/Jeep** | | | | | | | | | | | | | | |
| Wrangler/CJ | 4,064 | 3,297 | 1,991 | 1,975 | 2,787 | 3,050 | 2,915 | 2,967 | 2,934 | 2,765 | 2,530 | 4,059 | 35,334 | 39,067 |
| Wagoneer | 934 | 717 | 847 | 845 | 896 | 830 | 742 | 714 | 1,683 | 1,748 | 1,508 | 1,336 | 12,800 | 14,102 |
| Cherokee | 7,916 | 6,792 | 7,453 | 8,408 | 8,836 | 8,580 | 8,338 | 7,786 | 12,856 | 10,233 | 9,504 | 10,517 | 107,219 | 98,874 |
| Grand Wagoneer | 1,440 | 1,120 | 1,175 | 1,249 | 1,202 | 1,225 | 1,127 | 829 | 1,626 | 2,069 | 1,883 | 2,309 | 17,254 | 17,809 |
| Comanche | 2,818 | 2,896 | 2,232 | 2,132 | 2,116 | 2,368 | 2,820 | 2,483 | 4,176 | 3,768 | 2,555 | 3,028 | 33,392 | 9,557 |
| Pickup | 165 | 91 | 108 | 135 | 141 | 166 | 127 | 200 | 142 | 47 | 93 | 100 | 1,515 | 1,980 |
| Total Jeep | 17,337 | 14,913 | 13,806 | 14,744 | 15,978 | 16,219 | 16,069 | 14,979 | 23,417 | 20,630 | 18,073 | 21,349 | 207,514 | 181,389 |
| **Imports** | | | | | | | | | | | | | | |
| Toyota | 26,889 | 28,519 | 34,745 | 28,265 | 36,478 | 24,659 | 54,350 | 26,269 | 32,352 | 26,455 | 29,965 | 35,204 | 384,150 | 329,930 |
| Nissan | 14,789 | 15,615 | 22,382 | 19,205 | 21,164 | 16,729 | 20,760 | 22,880 | 22,902 | 11,644 | 15,425 | 20,375 | 223,870 | 255,601 |
| Mazda | 8,648 | 9,693 | 11,971 | 14,112 | 15,206 | 14,962 | 12,257 | 13,159 | 18,430 | 12,863 | 11,084 | 14,742 | 157,127 | 115,464 |
| Isuzu | 5,591 | 6,876 | 8,605 | 9,606 | 3,865 | 7,192 | 7,181 | 7,811 | 8,623 | 6,364 | 7,657 | 9,349 | 88,720 | 78,149 |
| Mitsubishi | 1,976 | 2,018 | 2,526 | 4,986 | 2,684 | 2,008 | 2,303 | 2,694 | 2,691 | 2,794 | 4,533 | 3,772 | 34,985 | 24,032 |
| Suzuki | 2,865 | 2,741 | 3,706 | 2,875 | 4,436 | 3,926 | 4,392 | 3,596 | 3,709 | 4,483 | 4,208 | 6,795 | 47,732 | 2,646 |
| Total Imports | 60,758 | 65,462 | 83,935 | 79,049 | 83,833 | 69,476 | 101,243 | 76,409 | 88,707 | 64,603 | 72,872 | 90,237 | 936,584 | 805,822 |
| Total Industry | 331,627 | 340,396 | 388,952 | 404,257 | 444,873 | 411,805 | 411,744 | 379,253 | 503,176 | 348,132 | 326,538 | 423,584 | 4,714,337 | 4,517,668 |

# SALES/REGISTRATIONS

## REGISTRATION RECORDS

### Best years for new U.S. truck registrations

| Year | Registrations | Year | Registrations |
|---|---|---|---|
| 1986 | 4,801,021 | 1969 | 1,888,812 |
| 1985 | 4,675,192 | 1970 | 1,790,177 |
| 1984 | 4,048,998 | 1968 | 1,775,601 |
| 1978 | 3,963,340 | 1966 | 1,610,450 |
| 1977 | 3,509,328 | 1965 | 1,518,426 |
| 1979 | 3,472,209 | 1967 | 1,510,289 |
| 1976 | 3,058,009 | 1964 | 1,361,772 |
| 1973 | 3,029,074 | 1963 | 1,244,224 |
| 1983 | 2,976,556 | 1950 | 1,142,307 |
| 1974 | 2,656,918 | 1962 | 1,068,725 |
| 1972 | 2,513,952 | 1948 | 1,035,174 |
| 1980 | 2,476,777 | 1951 | 1,003,850 |
| 1982 | 2,430,471 | 1949 | 961,961 |
| 1975 | 2,397,417 | 1955 | 957,001 |
| 1981 | 2,185,489 | 1960 | 943,485 |
| 1971 | 1,993,186 | | |

SOURCE: R.L. Polk & Co.

## U.S. HEAVY-DUTY TRUCK REGISTRATIONS

### 1986 vs. 1985★

| Make | 1986 | Percent Share of '86 market | 1985 | Percent Share of '85 market | Pct. pt. Change '86-'85 |
|---|---|---|---|---|---|
| International | 48,580 | 24.14 | 47,077 | 21.62 | +2.51 |
| Ford | 40,836 | 20.29 | 44,926 | 20.64 | −0.38 |
| GMC | 25,250 | 12.55 | 26,109 | 11.99 | +0.55 |
| Mack | 19,545 | 9.71 | 25,798 | 11.86 | −2.14 |
| Freightliner | 17,383 | 8.64 | 18,708 | 8.59 | +0.05 |
| Kenworth | 10,934 | 5.43 | 11,981 | 5.50 | −0.07 |
| Chevrolet | 10,658 | 5.30 | 11,494 | 5.28 | +0.01 |
| Peterbilt | 10,176 | 5.06 | 12,305 | 5.65 | −0.60 |
| White | 7,747 | 3.85 | 9,197 | 4.22 | −0.38 |
| Volvo | 2,436 | 1.21 | 2,580 | 1.19 | +0.02 |
| Autocar | 1,736 | 0.86 | 1,803 | 0.83 | +0.03 |
| Mercedes-Benz | 1,671 | 0.83 | 2,073 | 0.95 | −0.12 |
| Western Star | 1,133 | 0.56 | 1,216 | 0.56 | — |
| Miscellaneous | 3,166 | 1.57 | 2,450 | 1.13 | +0.44 |
| TOTALS | 201,265 | 100.00 | 217,717 | 100.00 | — |

NOTES: ★ Group 7 and 8 trucks only.
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## U.S. TRUCK REGISTRATIONS

### 1986 vs. 1985★

| Make | 1986 | Percent Share of '86 market | 1985 | Percent Share of '85 market | Pct. pt. Change '86-'85 |
|---|---|---|---|---|---|
| Ford | 1,348,958 | 28.10 | 1,245,805 | 26.65 | +1.45 |
| Chevrolet | 1,245,768 | 25.94 | 1,256,964 | 26.88 | −0.94 |
| Dodge | 468,621 | 9.76 | 496,324 | 10.62 | −0.86 |
| GMC | 340,877 | 7.10 | 347,577 | 7.43 | −0.33 |
| Jeep | 195,973 | 4.08 | 182,210 | 3.90 | +0.18 |
| Plymouth | 106,950 | 2.22 | 104,627 | 2.24 | −0.02 |
| International | 68,522 | 1.43 | 73,463 | 1.57 | −0.14 |
| Mack | 21,829 | 0.46 | 29,514 | 0.63 | −0.17 |
| Freightliner | 17,383 | 0.36 | 18,708 | 0.40 | −0.04 |
| Kenworth | 10,934 | 0.23 | 11,981 | 0.26 | −0.03 |
| Peterbilt | 10,176 | 0.21 | 12,305 | 0.26 | −0.05 |
| White | 7,747 | 0.16 | 9,197 | 0.20 | −0.04 |
| Mercedes | 3,680 | 0.08 | 4,602 | 0.10 | −0.02 |
| Volvo | 2,436 | 0.05 | 2,580 | 0.06 | −0.01 |
| Autocar | 1,736 | 0.04 | 1,803 | 0.04 | — |
| Western Star | 1,133 | 0.02 | 1,216 | 0.03 | −0.01 |
| Miscellaneous+ | 948,258 | 19.75 | 875,686 | 18.73 | +1.02 |
| TOTALS | 4,801,021 | 100.00 | 4,675,192 | 100.00 | — |

NOTES: ★ All truck registrations in Oklahoma, and in 1984, New York, compiled from manufacturers' records.
+ Miscellaneous includes imports, Crane Carrier, Oshkosh, FWD, Hendrickson, etc.
Compiled from R.L. Polk & Co. data. Re-use or re-publication without permission from Polk is prohibited.

## U.S. NEW TRUCK REGISTRATIONS BY MAKE AND GVW CLASS

### 1986 vs. 1985★

| | | Group 1 6,000 lbs. and less | Group 2 6,001-10,000 | Group 3 10,001-14,000 | Group 4 14,001-16,000 | Group 5 16,001-19,500 | Group 6 19,501-26,000 | Group 7 26,001-33,000 | Group 8 33,001 and over | Make Totals |
|---|---|---|---|---|---|---|---|---|---|---|
| AUTOCAR | '86 | — | — | — | — | — | — | — | 1,736 | 1,736 |
| | '85 | — | — | — | — | — | — | — | 1,803 | 1,803 |
| CHEVROLET | '86 | 715,302 | 483,554 | 28,418 | 447 | 300 | 7,089 | 10,207 | 451 | 1,245,768 |
| | '85 | 701,787 | 507,225 | 28,926 | — | 277 | 7,255 | 10,820 | 674 | 1,256,964 |
| (Memo Units)# | '86 | 548,342 | 176,774 | — | — | — | — | — | — | 725,116 |
| | '85 | 528,843 | 189,860 | — | — | — | — | — | — | 718,703 |
| DODGE | '86 | 316,193 | 152,428 | — | — | — | — | — | — | 468,621 |
| | '85 | 336,524 | 159,800 | — | — | — | — | — | — | 496,324 |
| (Memo Units)# | '86 | 273,606 | 90,269 | — | — | — | — | — | — | 363,875 |
| | '85 | 251,406 | 85,638 | — | — | — | — | — | — | 337,044 |
| FORD | '86 | 812,664 | 483,477 | 10 | — | — | 11,971 | 29,939 | 10,897 | 1,348,958 |
| | '85 | 698,813 | 490,240 | — | — | — | 11,826 | 30,599 | 14,327 | 1,245,805 |
| (Memo Units)# | '86 | 602,508 | 150,483 | — | — | — | — | — | — | 752,991 |
| | '85 | 476,220 | 155,391 | — | — | — | — | — | — | 631,611 |
| FREIGHTLINER | '86 | — | — | — | — | — | — | — | 17,383 | 17,383 |
| | '85 | — | — | — | — | — | — | — | 18,708 | 18,708 |
| GMC | '86 | 161,347 | 139,968 | 2,800 | 237 | 4,711 | 6,561 | 18,267 | 6,983 | 340,877 |
| | '85 | 166,102 | 139,277 | 3,746 | — | 5,378 | 6,965 | 15,102 | 11,007 | 347,577 |
| (Memo Units)# | '86 | 119,439 | 46,073 | — | — | — | — | — | — | 165,512 |
| | '85 | 118,556 | 46,195 | — | — | — | — | — | — | 164,751 |
| NAVISTAR | '86 | — | — | — | — | — | 19,942 | 21,461 | 27,119 | 68,522 |
| | '85 | — | — | — | — | — | 26,386 | 17,012 | 30,065 | 73,463 |
| JEEP | '86 | 178,098 | 17,875 | — | — | — | — | — | — | 195,973 |
| | '85 | 162,522 | 19,688 | — | — | — | — | — | — | 182,210 |
| (Memo Units)# | '86 | 145,837 | 16,357 | — | — | — | — | — | — | 162,194 |
| | '85 | 153,968 | 17,784 | — | — | — | — | — | — | 171,752 |
| KENWORTH | '86 | — | — | — | — | — | — | — | 10,934 | 10,934 |
| | '85 | — | — | — | — | — | — | — | 11,981 | 11,981 |
| MACK | '86 | — | — | — | — | — | 2,284 | 2,354 | 17,191 | 21,829 |
| | '85 | — | — | — | — | — | 3,716 | 1,047 | 24,751 | 29,514 |
| MERCEDES-BENZ | '86 | — | — | — | — | — | 2,009 | 1,671 | — | 3,680 |
| | '85 | — | — | — | — | — | 2,529 | 2,073 | — | 4,602 |
| PETERBILT | '86 | — | — | — | — | — | — | — | 10,176 | 10,176 |
| | '85 | — | — | — | — | — | — | — | 12,305 | 12,305 |
| PLYMOUTH | '86 | 106,950 | — | — | — | — | — | — | — | 106,950 |
| | '85 | 104,627 | — | — | — | — | — | — | — | 104,627 |
| VOLVO | '86 | — | — | — | — | — | — | 1,383 | 1,053 | 2,436 |
| | '85 | — | — | — | — | — | — | 1,560 | 1,020 | 2,580 |
| WESTERN STAR | '86 | — | — | — | — | — | — | — | 1,133 | 1,133 |
| | '85 | — | — | — | — | — | — | — | 1,216 | 1,216 |
| WHITE | '86 | — | — | — | — | — | — | — | 7,747 | 7,747 |
| | '85 | — | — | — | — | — | — | — | 9,197 | 9,197 |
| MISCELLANEOUS-DOMESTICS | '86 | — | 3,120 | — | — | — | — | 122 | 2,067 | 5,309 |
| | '85 | 3,854 | — | — | — | — | — | 85 | 1,365 | 5,304 |
| OTHER IMPORTS | '86 | 925,421 | 9,197 | 5,942 | 747 | 324 | 324 | 867 | 99 | 942,949 |
| | '85 | 853,567 | 10,630 | 4,260 | 896 | 462 | 197 | 370 | — | 870,382 |
| TOTALS | '86 | 3,216,005 | 1,269,817 | 37,170 | 1,431 | 5,335 | 50,198 | 86,691 | 114,574 | 4,801,021 |
| | '85 | 3,021,796 | 1,326,860 | 36,932 | 896 | 6,117 | 58,874 | 78,668 | 139,049 | 4,675,192 |

★ New York and Oklahoma registrations compiled from manufacturers' sales records.
# Memo units are trucks which are part of the total listed above each entry. Chevrolet memo units are Chevy Van, El Camino, S-10, Blazer and Astro; Dodge: Dakota, Raider, Caravan, Ram Van, Charger, 50, W/D6; Ford: Van, Bronco, Ranger & Aerostar; GMC: Van, Jimmy, S-15, Caballero & Safari; Jeep: Wrangler/CJs, Cherokee, Wagoneer & Grand Wagoneer. Domestic misc. includes FWD, Hendrickson, Oshkosh, etc.
—Compiled from R.L. Polk & Co. data

## ANNUAL NEW U.S. TRUCK REGISTRATIONS SINCE 1956, BY MAKE

| | BROCKWAY | CHEVROLET | CHRYSLER CORP. | DAIMLER-BENZ | DIAMOND REO | DODGE(a) | FORD | FREIGHTLINER(b) | GMC | NAVISTAR | JEEP | KENWORTH(c) | MACK | PACCAR CORP. | PETERBILT | VOLVO-WHITE | WHITE(d) | TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1956 | 684 | 302,145 | — | — | 4,037 | 57,651 | 263,753 | — | 82,266 | 108,014 | 23,488 | 1,229 | 13,190 | — | 629 | — | 15,137 | 894,396 |
| 1957 | 738 | 290,960 | — | — | 3,472 | 49,431 | 277,301 | — | 62,193 | 96,956 | 22,005 | 990 | 13,312 | — | 486 | — | 12,481 | 858,385 |
| 1958 | 959 | 247,470 | — | — | 2,925 | 37,037 | 206,787 | — | 55,950 | 89,745 | 22,523 | 813 | 11,865 | — | 393 | — | 12,142 | 735,734 |
| 1959 | 1,196 | 306,237 | — | — | 3,008 | 52,279 | 292,931 | — | 69,509 | 109,053 | 30,864 | 715 | 13,473 | — | 595 | — | 15,497 | 942,133 |
| 1960 | 1,170 | 316,962 | — | — | 2,421 | 43,606 | 290,501 | — | 82,546 | 110,349 | 31,385 | 1,400 | 10,876 | — | 510 | — | 14,179 | 943,485 |
| 1961 | 979 | 306,175 | — | — | 1,795 | 40,147 | 284,214 | — | 69,596 | 116,538 | 32,644 | 1,135 | 8,618 | — | 714 | — | 13,198 | 919,608 |
| 1962 | 1,074 | 368,506 | — | — | 1,820 | 55,583 | 332,328 | — | 80,590 | 130,959 | 30,426 | 1,316 | 10,252 | — | 1,109 | — | 15,151 | 1,068,725 |
| 1963 | 1,206 | 425,406 | — | — | 2,072 | 75,025 | 382,099 | — | 87,814 | 145,105 | 44,329 | 1,997 | 12,099 | — | 1,482 | — | 16,438 | 1,244,224 |
| 1964 | 1,100 | 483,853 | — | — | 1,992 | 98,030 | 404,999 | — | 99,148 | 148,008 | 44,385 | 2,347 | 12,064 | — | 1,812 | — | 16,609 | 1,361,772 |
| 1965 | 1,047 | 567,473 | — | — | 2,486 | 116,629 | 477,068 | — | 118,273 | 148,195 | 42,415 | 2,076 | 13,127 | — | 2,023 | — | 18,354 | 1,518,426 |
| 1966 | 1,298 | 585,561 | — | — | 2,874 | 120,087 | 522,307 | — | 115,122 | 155,598 | 42,860 | 3,472 | 15,014 | — | 2,374 | — | 20,663 | 1,610,450 |
| 1967 | 1,248 | 551,923 | — | — | 3,913 | 101,458 | 494,921 | — | 113,982 | 150,946 | 39,757 | 2,912 | 13,434 | — | 2,230 | — | 17,458 | 1,510,289 |
| 1968 | 1,298 | 626,858 | — | — | 3,528 | 134,255 | 624,894 | — | 133,308 | 140,940 | 38,496 | 4,008 | 14,932 | — | 3,023 | — | 16,865 | 1,775,601 |
| 1969 | 1,507 | 670,890 | — | — | 4,151 | 136,446 | 679,237 | — | 139,449 | 157,888 | 36,017 | 5,582 | 15,933 | — | 3,630 | — | 21,321 | 1,888,812 |
| 1970 | 1,655 | 557,967 | — | — | 3,964 | 137,509 | 686,613 | 5,867 | 125,657 | 143,195 | 33,984 | 5,320 | 17,740 | — | 3,457 | — | 12,139 | 1,790,177 |
| 1971 | 1,685 | 647,258 | — | — | 4,107 | 158,778 | 700,626 | 6,495 | 144,112 | 158,194 | 36,354 | 6,739 | 15,582 | — | 4,296 | — | 16,627 | 1,993,186 |
| 1972 | 2,061 | 802,755 | — | — | 4,332 | 269,333 | 858,630 | 9,244 | 174,794 | 189,210 | 50,026 | 8,232 | 20,055 | — | 5,098 | — | 11,312 | 2,513,952 |
| 1973 | 2,267 | 991,099 | — | — | 4,757 | 325,051 | 995,156 | 12,483 | 213,797 | 189,675 | 68,227 | 11,601 | 24,075 | — | 6,869 | — | 13,986 | 3,029,074 |
| 1974 | 2,508 | 860,358 | — | — | 4,032 | 292,213 | 863,000 | 11,713 | 183,755 | 161,375 | 96,035 | 10,489 | 22,713 | — | 5,429 | — | 17,382 | 2,656,918 |
| 1975 | 1,451 | 815,595 | — | — | 1,589 | 282,271 | 747,807 | 6,237 | 170,106 | 111,352 | 85,111 | 5,633 | 13,718 | — | 4,801 | — | 7,137 | 2,397,417 |
| 1976 | 1,264 | 1,052,438 | — | — | 387 | 389,644 | 950,933 | 7,075 | 255,360 | 108,657 | 107,487 | 8,024 | 14,096 | — | 5,639 | — | 7,348 | 3,058,009 |
| 1977 | 802 | 1,133,201 | — | — | 5 | 460,623 | 1,139,224 | 9,929 | 290,776 | 108,753 | 124,843 | 12,330 | 22,984 | — | 5,453 | — | 10,044 | 3,509,328 |
| 1978 | 37 | 1,275,717 | — | — | — | 464,470 | 1,314,251 | 11,725 | 329,185 | 116,574 | 163,548 | 14,345 | 27,390 | — | 6,454 | — | 13,292 | 3,963,340 |
| 1979 | 2 | 1,085,855 | — | — | — | 371,970 | 1,123,605 | 14,308 | 283,329 | 119,739 | 145,583 | 14,893 | 29,393 | — | 8,693 | — | 12,572 | 3,472,209 |
| 1980 | — | 737,788 | — | — | 95 | 256,829 | 784,132 | 11,473 | 181,252 | 74,484 | 81,923 | 11,163 | 21,743 | — | 7,008 | — | 7,864 | 2,476,777 |
| 1981 | — | 650,460 | — | — | — | 186,363 | 697,213 | 9,095 | 160,703 | 61,792 | 58,257 | 10,379 | 18,696 | — | 6,054 | — | 2,357 | 2,185,489 |
| 1982 | — | 758,107 | — | — | — | 218,079 | 733,120 | 7,292 | 212,908 | 45,902 | 62,097 | 7,344 | 15,590 | — | 5,791 | — | 3,869 | 2,430,471 |
| 1983 | — | 904,672 | 263,687 | 13,999 | — | 253,500 | 942,568 | 11,111 | 247,970 | 50,526 | 76,453 | 7,870 | 15,038 | 15,558 | 8,026 | 6,197 | 3,242 | 2,976,556 |
| 1984 | — | 1,090,178 | 504,081 | 18,689 | — | — | 1,162,834 | — | 305,206 | 66,713 | 148,292 | — | 25,617 | 26,732 | — | 10,264 | — | 4,048,998 |
| 1985 | — | 1,256,964 | 600,951 | 23,310 | — | — | 1,245,805 | — | 347,577 | 73,463 | 182,210 | — | 29,514 | 24,286 | — | 13,580 | — | 4,675,192 |
| 1986 | — | 1,245,768 | 575,571 | 21,073 | — | — | 1,348,958 | — | 340,877 | 68,522 | 195,973 | — | 21,829 | 21,110 | — | 11,310 | — | 4,801,021 |

(a)Dodge included in Chrysler Corp. totals beginning in 1983. (b)Freightliner included in White totals until 1970; included in Daimler-Benz beginning in 1983. (c)Kenworth, Peterbilt included in Paccar totals beginning in 1983.
(d)White totals include Autocar and Western Star; White included in Volvo-White beginning in 1983.

SOURCE: R.L. Polk & Co.

# PRODUCTION

## 1987-model U.S. passenger-car specifications

| Make and Model | Dimensions | | | | | | | | | Engines | | | | | | | Capacities | | | Miscellaneous | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Wheelbase (in.) | Overall Length (in.) | Overall Width (in.) | Overall Height (in.) | Curb Weight (lbs.) | Front-seat Headroom (in.) | Front-seat Legroom (in.) | Front Tread (in.) | Rear Tread (in.) | Type | Bore and Stroke (in.) | Displacement (liters/cu. in.) | Carburetion | Compression Ratio | Net HP at RPM | Net Torque (ft. lbs.) at RPM | Fuel Tank (U.S. gals.) | Cooling System with heater (qts.) | Crankcase w/filter (qts.) | Axle Ratio (standard) | Drive System | Wheel Diameter (in.) | Curb-to-Curb Turning Circle (dia. in ft.) |
| **AMERICAN MOTORS**—Eagle Sedan 4-dr. | 109.3 | 180.9 | 72.3 | 54.4 | 3,385 | 38.1 | 40.8 | 59.6 | 57.6 | L6 | 3.75 x 3.90 | 4.2/258 | 2V | 9.2 | 112 @ 3,000 | 210 @ 2,000 | 22.0 | 6.5 | 4.0 | 2.73 | 4 | 15 | 32.5 |
| Eagle Wagon 4-dr | 109.3 | 180.9 | 72.3 | 54.6 | 3,416 | 38.1 | 40.8 | 59.6 | 57.6 | L6 | 3.75 x 3.90 | 4.2/258 | 2V | 9.2 | 112 @ 3,000 | 210 @ 2,000 | 22.0 | 14.0 | 5.0 | 2.73 | 4 | 15 | 35.5 |
| **BUICK**—Skyhawk Sedan | 101.2 | 175.3 | 62.0 | 54.0 | 2,436 | 38.5 | 42.2 | 55.4 | 55.2 | L4 | 3.25 x 3.15 | 2.0/121 | F.I. | 9.0 | 90 @ 5,600 | 108 @ 3,200 | 13.6 | 9.6 | 5.0 | 4.10 | F | 13 | 34.7 |
| Skyhawk Wagon | 101.2 | 175.3 | 62.0 | 54.0 | 2,507 | 38.5 | 42.2 | 55.4 | 55.2 | L4 | 3.35 x 3.14 | 2.0/121 | F.I. | 9.0 | 90 @ 5,600 | 108 @ 3,200 | 13.6 | 7.9 | 5.0 | 3.45 | F | 13 | 34.7 |
| Somerset | 103.4 | 180.0 | 67.7 | 52.1 | 2,471 | 37.7 | 42.9 | 55.5 | 55.2 | L4 | 4 x 3 | 2.5/151 | F.I. | 9.0 | 92 @ 4,400 | 134 @ 2,800 | 13.6 | 4.62 | 5.0 | 2.84 | F | 13 | 35.4 |
| Skylark Sedan | 103.4 | 180.1 | 66.6 | 52.1 | 2,568 | 37.7 | 42.9 | 55.6 | 55.2 | L4 | 4 x 3 | 2.5/151 | F.I. | 9.0 | 92 @ 4,400 | 134 @ 2,800 | 13.6 | 4.62 | 5.0 | 2.84 | F | 13 | 35.4 |
| Century Coupe | 104.9 | 189.1 | 67.7 | 53.6 | 2,690 | 38.6 | 42.1 | 58.7 | 56.8 | L4 | 4 x 3 | 2.5/151 | F.I. | 9.0 | 98 @ 4,800 | 135 @ 3,200 | 15.7 | 8.9 | 4.0 | 2.39 | F | 14 | 38.5 |
| Century Wagon | 104.9 | 191.0 | 69.4 | 54.2 | 2,940 | 38.6 | 42.1 | 59.7 | 56.8 | V-6 | 3.5 x 2.99 | 2.8/173 | 2V | 8.5 | 112 @ 4,800 | 145 @ 2,100 | 16.6 | 13.2 | 5.0 | 2.84 | F | 14 | 38.5 |
| Regal Coupe | 108.1 | 200.8 | 71.6 | 54.5 | 3,172 | 37.8 | 42.8 | 58.5 | 57.8 | V-6 | 3.8 x 3.4 | 3.8/231 | 2V | 8.0 | 110 @ 3,800 | 190 @ 1,600 | 18.1 | 13.0 | 5.0 | 2.41 | R | 14 | 38.6 |
| LeSabre Coupe | 110.8 | 196.2 | 72.1 | 54.7 | 3,130 | 38.1 | 42.4 | 60.3 | 59.8 | V-6 | 3.8 x 2.66 | 3.8/231 | F.I. | 8.5 | 150 @ 4,400 | 200 @ 2,000 | 18.0 | 12.1 | 5.0 | 2.73 | F | 14 | 39.7 |
| LeSabre Sedan | 110.8 | 196.2 | 72.1 | 55.5 | 3,170 | 38.9 | 42.4 | 60.3 | 59.8 | V-6 | 3.8 x 3.4 | 3.8/231 | F.I. | 8.5 | 150 @ 4,400 | 200 @ 2,000 | 18.0 | 12.5 | 5.0 | 2.73 | F | 14 | 39.7 |
| Electra Sedan FWD | 110.8 | 197.4 | 72.1 | 54.2 | 3,243 | 39.3 | 42.4 | 60.3 | 59.7 | V-6 | 3.8 x 3.4 | 3.8/231 | F.I. | 8.5 | 150 @ 4,400 | 200 @ 2,000 | 18.0 | 12.4 | 5.0 | 2.73 | F | 14 | 39.4 |
| Estate Wagon | 115.9 | 220.5 | 79.3 | 59.3 | 4,160 | 39.6 | 42.2 | 62.2 | 64.0 | V-8 | 3.8 x 3.39 | 5.0/307 | 4V | 8.0 | 140 @ 3,200 | 255 @ 2,000 | 22.0 | 15.6 | 8.0 | 2.73 | R | 15 | 40.5 |
| Riviera | 108.0 | 187.2 | 71.7 | 53.5 | 3,309 | 37.8 | 42.7 | 59.9 | 59.9 | V-6 | 3.8 x 3.4 | 3.8/231 | F.I. | 8.5 | 150 @ 4,400 | 200 @ 2,000 | 18.0 | 11.3 | 5.0 | 2.84 | F | 14 | 35.8 |
| OPTIONAL ENGINES: Skyhawk | | | | | | | | | | L4 | 3.35 x 3.14 | 2.0/121 | F.I. | 8.8 | 96 @ 4,800 | 118 @ 3,600 | | | | | | | |
| Skyhawk turbo OHC | | | | | | | | | | L4 | 3.35 x 3.14 | 2.0/121 | F.I. | 8.0 | 165 @ 5,600 | 175 @ 4,000 | | | | | | | |
| Skylark, Somerset | | | | | | | | | | V-6 | 3.8 x 2.66 | 3.0/181 | F.I. | 9.0 | 125 @ 4,900 | 150 @ 2,400 | | | | | | | |
| Century, Century Wagon | | | | | | | | | | V-6 | 3.5 x 2.99 | 2.8/173 | F.I. | 8.9 | 125 @ 4,800 | 160 @ 3,600 | | | | | | | |
| | | | | | | | | | | V-6 | 3.8 x 3.4 | 3.8/231 | F.I. | 8.5 | 150 @ 4,400 | 200 @ 2,000 | | | | | | | |
| Regal turbo | | | | | | | | | | V-6 | 3.8 x 3.4 | 3.8/231 | F.I. | 8.0 | 245 @ 4,400 | 355 @ 2,000 | | | | | | | |
| | | | | | | | | | | V-8 | 3.8 x 3.39 | 5.0/307 | 4V | 8.0 | 140 @ 3,200 | 255 @ 2,000 | | | | | | | |
| **CADILLAC**—Cimarron | 101.2 | 177.8 | 65.0 | 52.1 | 2,603 | 38.2 | 42.2 | 55.4 | 55.2 | L4 | 3.5 x 3.15 | 2.0/121 | F.I. | 9.0 | 90 @ 5,600 | 108 @ 3,200 | 13.6 | 8.3 | 5.0 | 3.83 | F | 13 | 38.8 |
| DeVille/Fleetwood | 110.8 | 196.5 | 71.7 | 55.0 | * | 39.3 | 42.4 | 60.3 | 59.8 | V-8 | 3.47 x 3.31 | 4.1/250 | F.I. | 9.0 | 130 @ 4,200 | 200 @ 2,200 | 18.0 | 12.4 | 5.0 | 2.97 | F | 14 | 41.7 |
| Fleetwood Sixty Special | 115.8 | 201.5 | 71.7 | 55.0 | N.A. | 39.3 | 42.4 | 60.3 | 59.8 | V-8 | 3.47 x 3.31 | 4.1/250 | F.I. | 9.0 | 130 @ 4,200 | 200 @ 2,200 | 18.0 | 12.4 | 5.0 | 2.97 | F | 14 | 43.0 |
| Brougham | 121.5 | 221.0 | 75.3 | 56.7 | 4,045 | 39.0 | 42.0 | 61.7 | 60.7 | V-8 | 3.47 x 3.31 | 4.1/250 | 4V | 8.0 | 140 @ 3,200 | 245 @ 2,000 | 20.7 | 12.4 | 5.0 | 2.73 | R | 15 | 44.1 |
| Eldorado | 108.0 | 188.2 | 71.3 | 53.7 | 3,360 | 37.8 | 42.7 | 59.9 | 59.9 | V-8 | 3.47 x 3.31 | 4.1/250 | F.I. | 9.0 | 130 @ 4,200 | 200 @ 2,200 | 18.0 | 12.6 | 5.0 | 2.97 | F | 14 | 42.0 |
| Seville | 108.0 | 188.2 | 70.9 | 53.7 | 3,419 | 37.9 | 42.7 | 59.9 | 59.9 | V-8 | 3.47 x 3.31 | 4.1/250 | F.I. | 9.0 | 130 @ 4,200 | 200 @ 2,200 | 18.0 | 12.6 | 5.0 | 2.97 | F | 14 | 42.0 |
| Limousine | 134.4 | 220.8 | 71.7 | 55.0 | ** | 38.9 | 40.9 | 60.3 | 59.8 | V-8 | 3.47 x 3.31 | 4.1/250 | F.I. | 9.0 | 130 @ 4,200 | 200 @ 2,200 | 18.0 | 12.4 | 5.0 | 2.97 | F | 14 | 48.6 |
| Allante | 99.4 | 178.6 | 73.4 | 52.2 | 3,494 | 37.2 | 43.1 | 60.5 | 60.5 | V-8 | 3.46 x 3.31 | 4.1/250 | F.I. | 8.5 | 170 @ 4,300 | 230 @ 3,200 | 22.0 | 12.1 | 6.0 | 2.95 | F | 15 | 38.0 |
| *—Curb weights are 3,312, 3,369 and 3,420 for the Coupe DeVille, Sedan DeVille and Fleetwood.<br>**—Curb weights are 3,678 and 3,797 for the Fleetwood Seventy-Five Limousine and Formal Limousine | | | | | | | | | | | | | | | | | | | | | | | |
| **CHEVROLET**—Chevette 2-dr | 94.3 | 161.9 | 61.8 | 52.8 | 2,078 | 37.8 | 41.7 | 51.2 | 51.2 | L4 | 3.23 x 2.98 | 1.6/98 | 2V | 9.0 | 65 @ 5,200 | 80 @ 3,200 | 12.2 | 9.0 | 5.0 | 3.36 | R | 13 | 30.2 |
| Chevette 4-dr | 97.3 | 164.9 | 61.8 | 52.8 | 2,137 | 37.9 | 41.7 | 51.2 | 51.2 | L4 | 3.23 x 2.98 | 1.6/98 | 2V | 9.0 | 65 @ 5,200 | 80 @ 3,200 | 12.2 | 9.0 | 6.0 | 3.36 | R | 13 | 30.2 |
| Cavalier 2-dr | 101.2 | 172.4 | 66.0 | 50.2 | 2,300 | 37.7 | 42.2 | 55.4 | 55.2 | L4 | 3.5 x 3.15 | 2.0/121 | F.I. | 9.0 | 90 @ 5,600 | 110 @ 2,400 | 13.6 | 8.8 | 5.0 | 3.65 | F | 13 | 34.7 |
| Cavalier 4-dr | 101.2 | 174.3 | 66.3 | 52.1 | 2,345 | 38.6 | 42.2 | 55.4 | 55.2 | L4 | 3.5 x 3.15 | 2.0/121 | F.I. | 9.0 | 90 @ 5,600 | 110 @ 2,400 | 13.6 | 8.8 | 5.0 | 3.65 | F | 13 | 34.7 |
| Cavalier Wagon | 101.2 | 174.5 | 66.3 | 52.8 | 2,401 | 38.3 | 42.2 | 55.4 | 55.2 | L4 | 3.5 x 3.15 | 2.0/121 | F.I. | 9.0 | 90 @ 5,600 | 110 @ 2,400 | 13.6 | 8.8 | 5.0 | 3.65 | F | 13 | 34.7 |
| Cavalier Convertible | 101.2 | 172.4 | 66.0 | 52.7 | 2,519 | 37.9 | 42.9 | 55.4 | 55.2 | V-6 | 3.50 x 2.99 | 2.8/173 | F.I. | 8.5 | 130 @ 4,500 | 165 @ 3,600 | 13.6 | 13.2 | 5.0 | 3.61 | F | 13 | 34.7 |
| Camaro Sport Coupe | 101.0 | 188.0 | 72.8 | 50.0 | 3,062 | 37.0 | 43.0 | 60.7 | 61.6 | V-6 | 3.5 x 2.99 | 2.8/173 | F.I. | 8.9 | 135 @ 4,900 | 160 @ 3,900 | 15.5 | 12.4 | 5.0 | 3.42 | R | 15 | 37.6 |
| Camaro Z-28 | 101.0 | 192.0 | 72.8 | 50.3 | 3,228 | 37.0 | 43.0 | 60.0 | 60.9 | V-8 | 3.74 x 3.48 | 5.0/305 | 4V | 9.3 | 170 @ 4,400 | 250 @ 2,800 | 16.2 | 15.2 | 5.0 | 3.23 | R | 14 | 37.6 |
| Camaro IROC-Z | 101.0 | 192.0 | 72.8 | 50.3 | 3,254 | 37.0 | 43.0 | 60.7 | 60.6 | V-8 | 3.74 x 3.48 | 5.0/305 | 4V | 9.3 | 170 @ 4,400 | 250 @ 2,800 | 16.2 | 15.2 | 5.0 | 3.23 | R | 14 | 37.6 |
| Celebrity 2-dr | 104.9 | 188.3 | 69.3 | 54.1 | 2,685 | 38.6 | 42.1 | 58.7 | 57.0 | L4 | 4 x 3 | 2.5/151 | F.I. | 9.0 | 98 @ 4,800 | 135 @ 3,200 | 15.7 | 9.9 | 5.0 | 3.65 | F | 14 | 36.9 |
| Celebrity 4-dr | 104.9 | 188.3 | 69.3 | 54.1 | 2,715 | 38.6 | 42.1 | 58.7 | 57.0 | L4 | 4 x 3 | 2.5/151 | F.I. | 9.0 | 98 @ 4,800 | 135 @ 3,200 | 15.7 | 9.9 | 5.0 | 3.65 | F | 14 | 36.9 |
| Celebrity Wagon | 104.9 | 190.8 | 69.3 | 54.3 | 2,847 | 38.6 | 42.1 | 58.7 | 57.0 | L4 | 4 x 3 | 2.5/151 | F.I. | 9.0 | 98 @ 4,800 | 135 @ 3,200 | 15.7 | 9.9 | 4.0 | 2.84 | F | 14 | 36.9 |
| Corsica/Beretta | 103.4 | 183.4 | 68.2 | 52.7 | 2,491 | 38.9 | 43.4 | 55.6 | 55.1 | L-4 | 3.50 x 3.15 | 2.0/121 | F.I. | 9.0 | 90 @ 5,600 | 108 @ 3,200 | 13.6 | 8.6 | 4.0 | 3.73 | F | 13 | 35.1 |
| Monte Carlo | 108.0 | 200.4 | 71.8 | 54.4 | 3,283 | 37.9 | 42.8 | 58.5 | 57.8 | V-6 | 4.0 x 3.43 | 4.3/262 | F.I. | 9.3 | 145 @ 4,200 | 225 @ 2,000 | 17.6 | 13.0 | 5.0 | 2.29 | R | 14 | 37.1 |
| Caprice 2-dr | 116.0 | 212.8 | 75.4 | 56.4 | 3,527 | 38.5 | 42.2 | 61.7 | 60.7 | V-6 | 4.0 x 3.43 | 4.3/262 | F.I. | 9.3 | 140 @ 4,200 | 225 @ 2,000 | 24.5 | 12.2 | 5.0 | 2.56 | R | 15 | 38.7 |
| Caprice 4-dr | 116.0 | 212.2 | 75.4 | 56.4 | 3,510 | 39.5 | 42.2 | 61.7 | 60.7 | V-6 | 4.0 x 3.43 | 4.3/262 | F.I. | 9.3 | 140 @ 4,200 | 225 @ 2,000 | 24.5 | 12.2 | 5.0 | 2.56 | R | 15 | 38.7 |
| Chevrolet Wagon | 116.0 | 215.1 | 79.3 | 58.2 | 4,114 | 39.6 | 42.2 | 62.2 | 64.1 | V-8 | 3.80 x 3.38 | 5.0/307 | 4V | 8.0 | 140 @ 3,200 | 225 @ 2,000 | 22.0 | 15.5 | 5.0 | 2.73 | R | 15 | 39.7 |
| Corvette | 96.2 | 176.5 | 71.0 | 46.7 | 3,216 | 36.5 | 42.6 | 59.6 | 60.4 | V-8 | 4.0 x 3.48 | 5.7/350 | F.I. | 9.5 | 240 @ 4,000 | 345 @ 3,200 | 20.0 | 14.6 | 5.0 | 3.07 | R | 16 | 40.4 |
| OPTIONAL ENGINES: Cavalier, Celebrity | | | | | | | | | | V-6 | 3.50 x 2.99 | 2.8/173 | F.I. | 8.5 | 125 @ 4,500 | 160 @ 3,600 | | | | | | | |
| Cavalier Z-24 | | | | | | | | | | V-6 | 3.50 x 2.99 | 2.8/173 | F.I. | 8.5 | 130 @ 4,500 | 165 @ 3,600 | | | | | | | |
| Camaro Coupe | | | | | | | | | | V-8 | 3.74 x 3.48 | 5.0/305 | 4V | 9.5 | 165 @ 4,400 | 245 @ 2,800 | | | | | | | |
| Camaro Z-28, IROC-Z | | | | | | | | | | V-8 | 3.74 x 3.48 | 5.0/305 | F.I. | 9.3 | 215 @ 4,400 | 295 @ 3,200* | | | | | | | |
| | | | | | | | | | | V-8 | 3.74 x 3.48 | 5.0/305 | F.I. | 9.3 | 190 @ 4,000 | 295 @ 2,800 | | | | | | | |
| Camaro Z-28, IROC-Z | | | | | | | | | | V-8 | 4.00 x 3.48 | 5.7/350 | F.I. | 9.0 | 225 @ 4,400 | 330 @ 2,800 | | | | | | | |
| Monte Carlo | | | | | | | | | | V-8 | 3.74 x 3.48 | 5.0/305 | 4V | 9.3 | 150 @ 4,000 | 240 @ 2,000 | | | | | | | |
| Monte Carlo (H.O.) | | | | | | | | | | V-8 | 3.74 x 3.48 | 5.0/305 | 4V | 9.3 | 180 @ 4,800 | 225 @ 3,200 | | | | | | | |
| Caprice | | | | | | | | | | V-8 | 3.74 x 3.48 | 5.0/305 | 4V | 9.3 | 170 @ 4,400 | 250 @ 2,800 | | | | | | | |
| *—Manual transmission. —Automatic transmission. | | | | | | | | | | | | | | | | | | | | | | | |
| **CHRYSLER**—LeBaron J Coupe | 100.3 | 184.9 | 68.5 | 50.9 | 3,125 | 37.6 | 43.1 | 57.5 | 57.6 | L4 | 3.44 x 4.09 | 2.5/153 | F.I. | 9.0 | 100 @ 4,800 | 133 @ 2,800 | 14.0 | 9.0 | 5.0 | 2.51 | F | 14 | 35.0 |
| LeBaron 4-dr. | 100.3 | 179.1 | 68.0 | 52.9 | 2,582 | 38.6 | 42.2 | 57.6 | 57.2 | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 9.5 | 97 @ 5,200 | 122 @ 3,200 | 14.0 | 9.0 | 5.0 | 3.02 | F | 14 | 35.3 |
| LeBaron GTS | 103.1 | 180.4 | 68.3 | 53.0 | 2,641 | 38.3 | 41.2 | 57.6 | 57.2 | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 9.5 | 97 @ 5,600 | 122 @ 3,200 | 14.0 | 9.0 | 5.0 | 2.51 | F | 14 | 36.2 |

# PRODUCTS/SPECIFICATIONS

| Make and Model | Dimensions | | | | | | | | | Engines | | | | | | | Capacities | | | Miscellaneous | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Wheelbase (in.) | Overall Length (in.) | Overall Width (in.) | Overall Height (in.) | Curb Weight (lbs.) | Front-seat Headroom (in.) | Front-seat Legroom (in.) | Front Tread (in.) | Rear Tread (in.) | Type | Bore and Stroke (in.) | Displacement (liters/cu. in.) | Carburetion | Compression Ratio | Net HP at RPM | Net Torque (ft. lbs.) at RPM | Fuel Tank (U.S. gals.) | Cooling System with heater (qts.) | Crankcase w/filter (qts.) | Axle Ratio (standard) | Drive System | Wheel Diameter (in.) | Curb-to-Curb Turning Circle (dia. in ft.) |
| LeBaron Convertible | 100.3 | 184.9 | 68.4 | 52.2 | 3,250 | 38.3 | 43.1 | 57.5 | 57.6 | L4 | 3.44 x 4.09 | 2.5/153 | F.I. | 9.0 | 100 @ 4,800 | 133 @ 2,800 | 14.0 | 9.0 | 5.0 | 2.51 | F | 14 | 35.0 |
| Town & Country Wagon | 100.1 | 179.0 | 68.0 | 53.2 | 2,759 | 38.5 | 42.2 | 57.6 | 57.2 | L4 | 3.44 x 4.09 | 2.5/153 | F.I. | 9.0 | 100 @ 4,800 | 136 @ 2,800 | 14.0 | 9.0 | 5.0 | 3.02 | F | 14 | 35.3 |
| New Yorker | 103.3 | 187.2 | 68.0 | 53.1 | 2,757 | 38.7 | 42.2 | 57.6 | 57.2 | L4 | 3.44 x 4.09 | 2.5/153 | F.I. | 9.0 | 100 @ 4,800 | 133 @ 2,800 | 14.0 | 9.0 | 5.0 | 3.02 | F | 14 | 36.2 |
| Fifth Avenue | 112.7 | 206.7 | 74.2 | 55.1 | 3,741 | 39.3 | 42.5 | 60.0 | 59.5 | V-8 | 3.91 x 3.31 | 5.2/318 | 2V | 9.0 | 140 @ 3,600 | 265 @ 2,000 | 18.0 | 16.5 | 5.0 | 2.26 | R | 15 | 40.7 |
| OPTIONAL ENGINES: LeBaron, Town & Country Wagon, New Yorker, LeBaron GTS turbos | | | | | | | | | | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 8.1 | 146 @ 5,200 | 171 @ 3,600 | | | | | | | |
| LeBaron, LeBaron GTS | | | | | | | | | | L4 | 3.44 x 4.09 | 2.5/153 | F.I. | 9.0 | 100 @ 4,800 | 136 @ 2,800 | | | | | | | |
| **DODGE**—Omni 4-dr. | 99.1 | 163.2 | 66.8 | 53.0 | 2,237 | 38.1 | 42.1 | 56.1 | 55.6 | L4 | 3.44 x 3.62 | 2.2/135 | 2V | 9.0 | 96 @ 5,200 | 119 @ 3,200 | 13.0 | 8.7 | 5.0 | 2.20 | F | 13 | 38.1 |
| Charger | 96.6 | 174.8 | 66.1 | 50.8 | 2,290 | 37.2 | 42.5 | 56.1 | 55.7 | L4 | 3.44 x 3.62 | 2.2/135 | 2V | 9.5 | 96 @ 5,200 | 119 @ 3,200 | 13.0 | 8.7 | 5.0 | 2.20 | F | 14 | 37.3 |
| Shelby Charger Turbo | 96.6 | 174.8 | 66.1 | 50.8 | 2,483 | 37.2 | 42.5 | 56.1 | 55.7 | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 8.1 | 146 @ 5,200 | 170 @ 3,600 | 13.0 | 8.7 | 5.0 | 2.57 | F | 14 | 37.3 |
| Shadow 2-dr. | 97.0 | 171.7 | 67.3 | 52.7 | 2,520 | 38.3 | 41.5 | 57.6 | 57.2 | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 9.5 | 97 @ 5,200 | 122 @ 3,200 | 14.0 | 9.0 | 5.0 | 2.51 | F | 14 | 33.9 |
| Shadow 4-dr. | 97.0 | 171.7 | 67.3 | 52.7 | 2,558 | 38.3 | 41.5 | 57.6 | 57.2 | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 9.5 | 97 @ 5,200 | 122 @ 3,200 | 14.0 | 9.0 | 5.0 | 2.51 | F | 14 | 33.9 |
| Aries 2-dr. | 100.3 | 178.6 | 68.0 | 52.5 | 2,375 | 38.2 | 42.2 | 57.6 | 57.2 | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 9.5 | 97 @ 5,200 | 122 @ 3,200 | 14.0 | 9.0 | 5.0 | 2.51 | F | 13 | 35.2 |
| Aries 4-dr. | 100.3 | 178.6 | 68.0 | 52.9 | 2,402 | 38.6 | 42.2 | 57.6 | 57.2 | L4 | 3.44 x 4.09 | 2.2/135 | F.I. | 9.5 | 97 @ 5,200 | 122 @ 3,200 | 14.0 | 9.0 | 5.0 | 2.51 | F | 13 | 35.2 |
| Aries Wagon | 100.4 | 178.5 | 68.0 | 53.2 | 2,480 | 38.5 | 42.2 | 57.6 | 57.2 | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 9.5 | 97 @ 5,200 | 122 @ 3,200 | 14.0 | 9.0 | 5.0 | 2.51 | F | 13 | 35.2 |
| Daytona | 97.0 | 179.3 | 69.3 | 50.1 | 2,676 | 37.1 | 42.4 | 57.6 | 57.6 | L4 | 3.44 x 4.09 | 2.5/153 | F.I. | 9.0 | 100 @ 4,800 | 133 @ 2,800 | 14.0 | 9.0 | 5.0 | 2.51 | F | 14 | 34.3 |
| Daytona Shelby Z | 97.0 | 179.3 | 69.3 | 51.3 | 2,812 | 37.1 | 42.4 | 57.6 | 57.6 | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 8.1 | 146 @ 5,200 | 170 @ 3,600 | 14.0 | 9.0 | 5.0 | 2.74 | F | 15 | 40.7 |
| Daytona Pacifica | 97.0 | 179.3 | 69.3 | 51.3 | 2,862 | 37.1 | 42.4 | 57.6 | 57.6 | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 8.1 | 174 @ 4,800 | 200 @ 3,200 | 14.0 | 9.0 | 5.0 | 2.51 | F | 15 | 40.7 |
| Lancer 4-dr. | 103.1 | 180.4 | 68.3 | 53.0 | 2,643 | 38.3 | 41.1 | 57.6 | 57.2 | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 9.5 | 97 @ 5,200 | 122 @ 3,200 | 14.0 | 9.0 | 5.0 | 2.51 | F | 14 | 36.2 |
| 600 4-dr. | 103.3 | 179.2 | 68.0 | 53.1 | 2,594 | 38.7 | 42.2 | 57.6 | 57.2 | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 9.5 | 97 @ 5,200 | 122 @ 3,200 | 14.0 | 9.0 | 5.0 | 3.02 | F | 14 | 36.2 |
| Diplomat Sedan | 112.7 | 204.6 | 74.2 | 55.3 | 3,566 | 39.3 | 42.5 | 60.5 | 60.0 | V-8 | 3.91 x 3.31 | 5.2/318 | 2V | 9.0 | 140 @ 3,600 | 265 @2,000 | 18.0 | 15.5 | 5.0 | 2.26 | R | 15 | 40.7 |
| OPTIONAL ENGINES: Shadow, Daytona, Shelby Daytona, Lancer, 600 turbos | | | | | | | | | | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 8.1 | 146 @ 5,200 | 170 @ 3,600 | | | | | | | |
| Aries LE, Lancer, 600 | | | | | | | | | | L4 | 3.44 x 4.09 | 2.5/153 | F.I. | 9.0 | 100 @ 4,800 | 133 @ 2,800 | | | | | | | |
| **FORD**—Escort 2-dr. | 94.2 | 166.9 | 65.9 | 53.5 | 2,180 | 37.9 | 41.5 | 54.7 | 56.0 | L4 | 3.23 x 3.46 | 1.9/113.5 | F.I. | 9.0 | 90 @ 4,600 | 106 @ 3,400 | 13.0 | 6.5 | 5.0 | 2.85 | F | 13 | 35.7 |
| Escort 4-dr. | 94.2 | 166.9 | 65.9 | 53.5 | 2,222 | 37.9 | 41.5 | 54.7 | 56.0 | L4 | 3.23 x 3.46 | 1.9/113.5 | F.I. | 9.0 | 90 @ 4,600 | 106 @ 3,400 | 13.0 | 6.5 | 5.0 | 3.52 | F | 13 | 35.7 |
| Escort Wagon | 94.2 | 168.0 | 65.9 | 53.3 | 2,274 | 37.9 | 41.5 | 54.7 | 56.0 | L4 | 3.23 x 3.46 | 1.9/113.5 | F.I. | 9.0 | 90 @ 4,600 | 106 @ 3,400 | 13.0 | 6.5 | 5.0 | 3.52 | F | 13 | 35.7 |
| Escort EXP | 94.2 | 168.4 | 65.9 | 50.9 | 2,291 | 36.6 | 41.7 | 54.7 | 56.0 | L4 | 3.23 x 3.46 | 1.9/113.5 | F.I. | 9.0 | 90 @ 4,600 | 106 @ 3,400 | 13.0 | 6.5 | 5.0 | 3.52 | F | 14 | 37.2 |
| Tempo 2-dr. | 99.9 | 176.5 | 68.3 | 52.7 | 2,462 | 37.5 | 41.5 | 54.9 | 57.6 | L4 | 3.7 x 3.3 | 2.3/140 | F.I. | 9.0 | 86 @ 3,800 | 120 @ 3,200 | 15.4 | 8.1 | 5.0 | 3.33 | F | 14 | 38.7 |
| Tempo 4-dr. | 99.9 | 176.5 | 68.3 | 52.7 | 2,515 | 37.5 | 41.5 | 54.9 | 57.6 | L4 | 3.7 x 3.3 | 2.3/140 | F.I. | 9.0 | 86 @ 3,800 | 120 @ 3,200 | 15.4 | 8.1 | 5.0 | 3.33 | F | 14 | 38.7 |
| Mustang Sedan | 100.5 | 179.3 | 69.1 | 52.1 | 2,724 | 37.0 | 41.7 | 56.6 | 57.0 | L4 | 3.78 x 3.12 | 2.3/140 | F.I. | 9.5 | 90 @ 3,800 | 130 @ 2,800 | 15.4 | 8.6 | 5.0 | 3.45 | R | 14 | 37.4 |
| Mustang Hatchback | 100.5 | 179.3 | 69.1 | 52.1 | 2,782 | 37.0 | 41.7 | 56.6 | 57.0 | L4 | 3.78 x 3.12 | 2.3/140 | F.I. | 9.5 | 90 @ 3,800 | 130 @ 2,800 | 15.4 | 8.6 | 5.0 | 3.45 | R | 14 | 37.4 |
| Mustang Convertible | 100.5 | 179.3 | 69.1 | 51.9 | 2,921 | 37.6 | 41.7 | 56.6 | 57.0 | L4 | 3.78 x 3.12 | 2.3/140 | F.I. | 9.5 | 90 @ 3,800 | 130 @ 2,800 | 15.4 | 8.6 | 5.0 | 3.45 | R | 14 | 37.4 |
| Taurus 4-dr. | 106.0 | 188.4 | 70.6 | 54.3 | 2,872 | 38.3 | 41.7 | 61.5 | 60.5 | L4 | 3.7 x 3.6 | 2.5/153 | F.I. | 9.0 | 90 @ 4,400 | 130 @ 2,600 | 16.0 | 8.5 | 5.0 | 3.26 | F | 14 | 40.0 |
| Taurus Wagon | 106.0 | 191.9 | 70.7 | 55.1 | 3,186 | 38.6 | 41.7 | 61.5 | 59.5 | V-6 | 3.5 x 3.10 | 3.0/182 | F.I. | 9.3 | 140 @ 4,800 | 160 @ 3,000 | 16.0 | 10.0 | 5.0 | 3.37 | F | 14 | 40.0 |
| Thunderbird | 104.2 | 202.1 | 71.1 | 53.4 | 3,133 | 37.7 | 42.0 | 58.1 | 58.5 | V-6 | 3.8 x 3.4 | 3.8/232 | F.I. | 8.7 | 120 @ 3,600 | 205 @ 1,600 | 22.1 | 12.2 | 5.0 | 3.27 | R | 14 | 39.4 |
| LTD Crown Victoria 2-dr. | 114.3 | 211.0 | 77.5 | 55.3 | 3,724 | 37.9 | 43.5 | 62.2 | 62.0 | V-8 | 4 x 3 | 5.0/302 | F.I. | 8.9 | 150 @ 3,200 | 270 @ 2,000 | 18.0 | 14.4 | 5.0 | 2.73 | R | 15 | 39.1 |
| LTD Crown Victoria 4-dr. | 114.3 | 211.0 | 77.5 | 55.3 | 3,741 | 37.9 | 43.5 | 62.2 | 62.0 | V-8 | 4 x 3 | 5.0/302 | F.I. | 8.9 | 150 @ 3,200 | 270 @ 2,000 | 18.0 | 14.4 | 5.0 | 2.73 | R | 15 | 39.1 |
| LTD Crown Victoria Wagons | 114.3 | 215.0 | 79.3 | 57.1 | 3,920 | 38.8 | 43.5 | 62.2 | 62.0 | V-8 | 4 x 3 | 5.0/302 | F.I. | 8.9 | 150 @ 3,200 | 270 @ 2,000 | 18.0 | 14.4 | 5.0 | 2.73 | R | 15 | 39.1 |
| OPTIONAL ENGINES: Escort GT, Escort EXP Sport Coupe | | | | | | | | | | L4 | 3.23 x 3.46 | 1.9/113.5 | F.I. | 9.0 | 115 @ 5,200 | 120 @ 4,400 | | | | | | | |
| Escort (diesel) | | | | | | | | | | L4 | 3.39 x 3.39 | 2.0/121 | F.I. | 22.7 | 58 @ 3,600 | 84 @ 3,000 | | | | | | | |
| Tempo (HSO) all-wheel-drive | | | | | | | | | | L4 | 3.7 x 3.3 | 2.3/140 | F.I. | 9.0 | 94 @ 4,000 | 126 @ 3,200 | | | | | | | |
| Mustang GT (H.O.) | | | | | | | | | | V-8 | 4 x 3 | 5.0/302 | F.I. | 9.2 | 225 @ 4,200 | 300 @ 3,200 | | | | | | | |
| Taurus | | | | | | | | | | V-6 | 3.5 x 3.1 | 3.0/182 | F.I. | 9.3 | 140 @ 4,800 | 160 @ 3,000 | | | | | | | |
| Thunderbird | | | | | | | | | | V-8 | 4 x 3 | 5.0/302 | F.I. | 8.9 | 150 @ 3,200 | 270 @ 2,000 | | | | | | | |
| Thunderbird turbo | | | | | | | | | | L4 | 3.7 x 3.3 | 2.3/140 | F.I. | 8.0 | 190 @ 4,600 | 240 @ 3,400 | | | | | | | |
| **HONDA**—Civic Sedan | 96.5 | 163.2 | 63.9 | 54.5 | 2,065 | 38.1 | 40.3 | 55.1 | 55.7 | L4 | 2.913 x 3.406 | 1.49/91 | 2V | 9.2 | 76 @ 6,000 | 84 @ 3,500 | 12.1 | 5.8 | 3.7 | 4.25 | F | 13 | 31.5 |
| Accord Sedan | 102.4 | 178.5 | 66.7 | 53.4 | 2,421 | 38.7 | 42.8 | 58.3 | 58.1 | L4 | 3.256 x 3.583 | 2.0/119 | 2V | 9.1 | 98 @ 5,500 | 109 @ 3,500 | 15.9 | 6.6 | 5.0 | 3.87 | F | 13 | 34.8 |
| Accord Hatchback | 102.4 | 174.8 | 66.7 | 52.6 | 2,416 | 38.0 | 42.8 | 58.3 | 58.1 | L4 | 3.256 x 3.583 | 2.0/119 | 2V | 9.1 | 98 @ 5,500 | 109 @ 3,500 | 15.8 | 6.6 | 5.0 | 3.87 | F | 13 | 34.8 |
| Accord LXi | 102.4 | 174.8 | 66.7 | 52.6 | 2,498 | 38.0 | 42.8 | 58.3 | 58.1 | L4 | 3.256 x 3.583 | 2.0/119 | F.I. | 8.8 | 110 @ 5,500 | 114 @ 3,500 | 15.9 | 7.2 | 5.0 | 4.06 | F | 13 | 34.8 |
| **LINCOLN**—Continental | 108.5 | 200.7 | 73.6 | 55.6 | 3,799 | 38.5 | 42.0 | 58.4 | 59.0 | V-8 | 4 x 3 | 5.0/302 | F.I. | 8.9 | 150 @ 3,200 | 270 @ 2,000 | 20.3 | 14.1 | 5.0 | 2.73 | R | 15 | 40.1 |
| Mark VII | 108.5 | 202.8 | 70.9 | 54.2 | 3,722 | 37.8 | 42.0 | 58.4 | 59.0 | V-8 | 4 x 3 | 5.0/302 | F.I. | 8.9 | 150 @ 3,200 | 270 @ 2,000 | 22.1 | 14.1 | 5.0 | 2.73 | R | 15 | 40.1 |
| Town Car | 117.3 | 219.0 | 78.1 | 55.9 | 4,051 | 39.0 | 43.5 | 62.2 | 62.0 | V-8 | 4 x 3 | 5.0/302 | F.I. | 8.9 | 150 @ 3,200 | 270 @ 2,000 | 18.0 | 13.4 | 5.0 | 3.08 | R | 15 | 40.0 |
| OPTIONAL ENGINES: Town Car | | | | | | | | | | V-8 | 4 x 3 | 5.0/302 | F.I. | 8.9 | 160 @ 3,400 | 280 @ 2,200 | | | | | | | |
| Mark VII (H.O.) | | | | | | | | | | V-8 | 4 x 3 | 5.0/302 | F.I. | 8.9 | 200 @ 4,000 | 285 @ 3,000 | | | | | | | |
| **MERCURY**—Lynx 2-dr. | 94.2 | 166.9 | 65.9 | 53.3 | 2,183 | 37.9 | 41.5 | 54.7 | 56.0 | L4 | 3.23 x 3.46 | 1.9/113.5 | 2V | 9.0 | 90 @ 4,600 | 106 @ 3,400 | 13.0 | 6.5 | 4.5 | 2.85 | F | 13 | 35.7 |
| Lynx 4-dr. | 94.2 | 166.9 | 65.9 | 53.5 | 2,258 | 37.9 | 41.5 | 54.7 | 56.0 | L4 | 3.23 x 3.46 | 1.9/113.5 | 2V | 9.0 | 90 @ 4,600 | 106 @ 3,400 | 13.0 | 6.5 | 4.5 | 3.52 | F | 13 | 35.7 |
| Lynx Wagon | 94.2 | 168.0 | 65.9 | 53.5 | 2,277 | 37.9 | 41.5 | 54.7 | 56.0 | L4 | 3.23 x 3.46 | 1.9/113.5 | 2V | 9.0 | 90 @ 4,600 | 106 @ 3,400 | 13.0 | 6.5 | 4.5 | 3.52 | F | 13 | 35.7 |
| Topaz 2-dr. | 99.9 | 177.0 | 68.3 | 52.7 | 2,503 | 37.5 | 41.5 | 54.9 | 57.6 | L4 | 3.7 x 3.3 | 2.3/140 | F.I. | 9.0 | 86 @ 3,800 | 120 @ 3,200 | 15.4 | 8.1 | 5.0 | 3.33 | F | 14 | 38.7 |
| Topaz 4-dr. | 99.9 | 177.0 | 68.3 | 52.7 | 2,557 | 37.5 | 41.5 | 54.9 | 57.6 | L4 | 3.7 x 3.3 | 2.3/140 | F.I. | 9.0 | 86 @ 3,800 | 120 @ 3,200 | 15.4 | 8.1 | 5.0 | 3.33 | F | 14 | 38.7 |
| Sable 4-dr. | 106.0 | 190.9 | 70.8 | 54.3 | 3,054 | 38.3 | 41.7 | 61.6 | 60.5 | V-6 | 3.5 x 3.1 | 3.0/182 | F.I. | 9.3 | 140 @ 4,800 | 160 @ 3,000 | 16.0 | 10.0 | 5.0 | 3.37 | F | 14 | 40.0 |
| Sable Wagon | 106.0 | 191.9 | 70.7 | 55.1 | 3,228 | 38.6 | 41.7 | 61.6 | 59.5 | V-6 | 3.5 x 3.1 | 3.0/182 | F.I. | 9.3 | 140 @ 4,800 | 160 @ 3,000 | 16.0 | 10.0 | 5.0 | 3.37 | F | 14 | 40.0 |
| Cougar | 104.0 | 200.8 | 71.1 | 53.8 | 3,133 | 37.7 | 42.0 | 58.1 | 58.5 | V-6 | 3.8 x 3.4 | 3.8/232 | F.I. | 8.7 | 120 @ 3,600 | 205 @ 1,600 | 22.1 | 12.2 | 5.0 | 3.27 | R | 14 | 41.2 |
| Grand Marquis 2-dr. | 114.3 | 214.0 | 77.5 | 55.5 | 3,757 | 37.9 | 43.5 | 62.2 | 62.0 | V-8 | 4 x 3 | 5.0/302 | F.I. | 8.9 | 150 @ 3,200 | 270 @ 2,000 | 18.0 | 14.4 | 5.0 | 2.73 | R | 15 | 39.1 |
| Grand Marquis 4-dr. | 114.3 | 214.0 | 77.5 | 55.5 | 3,794 | 37.9 | 43.5 | 62.2 | 62.0 | V-8 | 4 x 3 | 5.0/302 | F.I. | 8.9 | 150 @ 3,200 | 270 @ 2,000 | 18.0 | 14.4 | 5.0 | 2.73 | R | 15 | 39.1 |
| Grand Marquis Wagon | 114.3 | 218.0 | 79.3 | 57.1 | 3,975 | 38.8 | 43.5 | 62.2 | 62.0 | V-8 | 4 x 3 | 5.0/302 | F.I. | 8.9 | 150 @ 3,200 | 270 @ 2,000 | 18.0 | 14.4 | 5.0 | 2.73 | R | 15 | 39.1 |
| OPTIONAL ENGINES: Lynx (H.O.) | | | | | | | | | | L4 | 3.23 x 3.46 | 1.9/113.5 | F.I. | 9.0 | 115 @ 5,200 | 120 @ 4,400 | | | | | | | |
| Lynx (diesel) | | | | | | | | | | L4 | 3.39 x 3.39 | 2.0/121 | F.I. | 22.7 | 58 @ 3,600 | 84 @ 3,000 | | | | | | | |
| Topaz | | | | | | | | | | L4 | 3.7 x 3.3 | 2.3/140 | F.I. | 9.0 | 94 @ 4,000 | 120 @ 3,200 | | | | | | | |
| Cougar | | | | | | | | | | V-8 | 4.00 x 3.00 | 5.0/302 | F.I. | 8.9 | 150 @ 3,200 | 270 @ 2,000 | | | | | | | |
| **NISSAN**—Sentra 2-dr. | 95.7 | 168.7 | 64.6 | 54.3 | 2,200 | 38.3 | 43.1 | 56.3 | 56.3 | L4 | 2.99 x 3.46 | 1.6/97.5 | 2V | 9.4 | 70 @ 5,000 | 92 @ 2,800 | 13.2 | 5.0 | 3.5 | 3.89 | F | 13 | 30.2 |
| Sentra 4-dr. | 95.7 | 168.7 | 64.6 | 54.3 | 2,231 | 38.3 | 43.1 | 56.3 | 56.3 | L4 | 2.99 x 3.46 | 1.6/97.5 | 2V | 9.4 | 70 @ 5,000 | 92 @ 2,800 | 13.2 | 5.0 | 3.5 | 3.89 | F | 13 | 30.2 |

# PRODUCTS/SPECIFICATIONS

| Make and Model | Dimensions | | | | | | | | | Engines | | | | | | | Capacities | | | Miscellaneous | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Wheelbase (in.) | Overall Length (in.) | Overall Width (in.) | Overall Height (in.) | Curb Weight (lbs.) | Front-seat Headroom (in.) | Front-seat Legroom (in.) | Front Tread (in.) | Rear Tread (in.) | Type | Bore and Stroke (in.) | Displacement (liters/cu. in.) | Carburetion | Compression Ratio | Net HP at RPM | Net Torque (ft. lbs.) at RPM | Fuel Tank (U.S. gals.) | Cooling System with heater (qts.) | Crankcase w/filter (qts.) | Axle Ratio (standard) | Drive System | Wheel Diameter (in.) | Curb-to-Curb Turning Circle (dia. in ft.) |
| **NUMMI**—Nova | 95.6 | 166.3 | 64.3 | 52.7 | 2,206 | 37.9 | 42.4 | 56.1 | 55.3 | L4 | 3.18 x 3.03 | 1.6/96.8 | 2V | 9.0 | 74 @ 5,200 | 85 @ 2,800 | 13.2 | 6.3 | 4.0 | 3.72 | F | 13 | 30.8 |
| Corolla FX-16 | 95.7 | 160.0 | 65.2 | 52.8 | 2,141 | 38.3 | 42.4 | 56.5 | 55.7 | L4 | 3.19 x 3.03 | 1.6/98 | F.I. | 9.4 | 108 @ 6,600 | 96 @ 4,800 | 13.2 | 6.3 | 4.0 | 4.31 | F | 13 | 30.8 |
| **OLDSMOBILE**—Firenza 2-dr. | 101.2 | 174.3 | 65.0 | 51.7 | 2,327 | 37.7 | 42.1 | 55.4 | 55.2 | L4 | 3.50 x 3.15 | 2.0/121 | F.I. | 9.0 | 90 @ 5,600 | 108 @ 3,200 | 13.6 | 7.8 | 5.0 | 3.65 | F | 13 | 34.4 |
| Firenza 4-dr. | 101.2 | 176.2 | 65.0 | 53.7 | 2,381 | 38.6 | 42.2 | 55.4 | 55.2 | L4 | 3.5 x 3.15 | 2.0/121 | F.I. | 9.3 | 90 @ 5,600 | 108 @ 3,200 | 13.6 | 7.8 | 5.0 | 3.65 | F | 13 | 34.4 |
| Firenza Wagon | 101.2 | 176.2 | 65.0 | 55.2 | 2,438 | 38.1 | 42.2 | 55.4 | 55.2 | L4 | 3.5 x 3.15 | 2.0/121 | F.I. | 9.3 | 90 @ 5,600 | 108 @ 3,200 | 13.6 | 7.8 | 5.0 | 3.65 | F | 13 | 34.4 |
| Calais 2-dr. | 103.4 | 178.8 | 66.6 | 52.4 | 2,513 | 37.7 | 42.9 | 55.5 | 55.2 | L4 | 4 x 3 | 2.5/151 | F.I. | 9.0 | 98 @ 4,800 | 132 @ 2,800 | 13.6 | 7.8 | 3.5 | 3.35 | F | 13 | 35.4 |
| Calais 4-dr. | 103.4 | 178.8 | 66.6 | 52.4 | 2,513 | 37.7 | 42.9 | 55.5 | 55.2 | L4 | 4 x 3 | 2.5/151 | F.I. | 9.0 | 98 @ 4,800 | 132 @ 2,800 | 13.6 | 7.8 | 3.5 | 3.35 | F | 13 | 35.4 |
| Cutlass Ciera 2-dr. | 104.9 | 188.3 | 69.3 | 54.1 | 2,685 | 38.6 | 42.1 | 58.7 | 57.0 | L4 | 4 x 3 | 2.5/151 | F.I. | 9.0 | 92 @ 4,000 | 134 @ 2,800 | 15.7 | 9.9 | 4.0 | 2.39 | F | 14 | 36.9 |
| Cutlass Ciera 4-dr. | 104.9 | 188.3 | 69.3 | 54.1 | 2,715 | 38.6 | 42.1 | 58.7 | 57.0 | L4 | 4 x 3 | 2.5/151 | F.I. | 9.0 | 92 @ 4,000 | 134 @ 2,800 | 15.7 | 9.9 | 4.0 | 2.39 | F | 14 | 36.9 |
| Ciera Wagon | 104.9 | 190.8 | 69.3 | 54.3 | 2,847 | 38.6 | 42.1 | 58.7 | 57.0 | V-6 | 3.5 x 2.99 | 2.8/173 | F.I. | 8.5 | 125 @ 4,800 | 155 @ 3,600 | 15.7 | 9.9 | 4.0 | 2.84 | F | 14 | 36.9 |
| Cutlass Supreme 2-dr. | 108.1 | 200.0 | 71.6 | 54.9 | 3,203 | 38.7 | 42.7 | 58.5 | 57.7 | V-6 | 3.8 x 3.4 | 3.8/231 | 2V | 8.0 | 110 @ 3,800 | 190 @ 1,600 | 18.1 | 12.3 | 5.0 | 2.41 | R | 14 | 38.2 |
| Cutlass Supreme 4-dr. | 108.1 | 200.4 | 71.9 | 55.9 | 3,260 | 38.7 | 42.7 | 58.5 | 57.7 | V-6 | 3.8 x 3.4 | 3.8/231 | 2V | 8.0 | 110 @ 3,800 | 190 @ 1,600 | 18.1 | 12.3 | 5.0 | 2.41 | R | 14 | 37.3 |
| Delta 88 2-dr. | 110.8 | 196.1 | 72.4 | 54.7 | 3,176 | 38.1 | 42.4 | 60.3 | 59.8 | V-6 | 3.8 x 2.7 | 3.8/231 | F.I. | 8.5 | 150 @ 4,400 | 200 @ 2,000 | 18.0 | 12.5 | 5.0 | 2.73 | F | 14 | 39.6 |
| Delta 88 4-dr. | 110.8 | 196.1 | 72.4 | 55.5 | 3,216 | 38.9 | 42.4 | 60.3 | 59.8 | V-6 | 3.8 x 2.7 | 3.8/231 | F.I. | 8.5 | 150 @ 4,400 | 200 @ 2,000 | 18.0 | 12.5 | 5.0 | 2.73 | F | 14 | 39.6 |
| Custom Cruiser V-8 (wagon) | 116.0 | 220.3 | 79.8 | 58.5 | 4,136 | 39.6 | 42.2 | 62.1 | 64.1 | V-8 | 3.8 x 3.4 | 5.0/307 | 4V | 8.0 | 140 @ 3,200 | 255 @ 2,000 | 22.0 | 14.9 | 5.0 | 2.73 | R | 15 | 39.2 |
| 98 Regency Brougham 2-dr | 110.8 | 196.4 | 72.4 | 55.1 | 3,285 | 39.3 | 42.4 | 60.3 | 59.8 | V-6 | 3.8 x 3.4 | 3.8/231 | F.I. | 8.5 | 150 @ 4,400 | 200 @ 2,000 | 18.0 | 12.4 | 5.0 | 2.73 | F | 14 | 39.6 |
| 98 Regency Brougham 4-dr. | 110.8 | 196.4 | 72.4 | 55.1 | 3,320 | 39.3 | 42.4 | 60.3 | 59.8 | V-6 | 3.8 x 3.4 | 3.8/231 | F.I. | 8.5 | 150 @ 4,400 | 200 @ 2,000 | 18.0 | 12.4 | 5.0 | 2.73 | F | 14 | 39.6 |
| Toronado | 108.0 | 187.5 | 70.8 | 53.0 | 3,352 | 37.8 | 42.7 | 60.0 | 60.0 | V-6 | 3.8 x 3.4 | 3.8/231 | F.I. | 8.5 | 140 @ 4,400 | 200 @ 2,000 | 18.0 | 12.0 | 5.0 | 2.84 | F | 14 | 39.0 |
| OPTIONAL ENGINES: Firenza, Cutlass Ciera (OHC) | | | | | | | | | | L4 | 3.5 x 3.15 | 2.0/121 | F.I. | 8.8 | 102 @ 5,200 | 130 @ 2,800 | | | | | | | |
| Firenza, Cutlass Ciera | | | | | | | | | | V-6 | 3.5 x 2.99 | 2.8/173 | F.I. | 8.9 | 125 @ 4,500 | 160 @ 3,600 | | | | | | | |
| Calais | | | | | | | | | | V-6 | 3.8 x 2.7 | 3.0/181 | F.I. | 9.0 | 125 @ 4,900 | 150 @ 2,400 | | | | | | | |
| Cutlass Supreme | | | | | | | | | | V-6 | 3.80 x 3.385 | 5.0/307 | F.I. | 7.99 | 140 @ 3,200 | 255 @ 2,000 | | | | | | | |
| Cutlass Supreme | | | | | | | | | | V-6 | 3.80 x 3.385 | 5.0/307 | F.I. | 7.99 | 170 @ 4,000 | 250 @ 2,600 | | | | | | | |
| **PLYMOUTH**—Horizon 4-dr. | 99.1 | 163.2 | 66.8 | 53.0 | 2,237 | 38.1 | 42.1 | 56.1 | 55.7 | L4 | 3.44 x 3.62 | 2.2/135 | 2V | 9.0 | 96 @ 5,600 | 119 @ 3,200 | 13.0 | 8.7 | 5.0 | 2.20 | F | 13 | 38.1 |
| Turismo | 96.5 | 174.8 | 66.1 | 50.7 | 2,290 | 37.2 | 42.5 | 56.1 | 55.7 | L4 | 3.44 x 3.62 | 2.2/135 | 2V | 9.0 | 96 @ 5,200 | 119 @ 3,200 | 13.0 | 8.7 | 5.0 | 2.20 | F | 13 | 37.3 |
| Reliant 2-dr. | 100.3 | 178.6 | 68.0 | 52.5 | 2,375 | 38.2 | 42.2 | 57.6 | 57.2 | L4 | 3.44 x 3.62 | 2.2/135 | 2V | 9.5 | 97 @ 5,200 | 122 @ 3,200 | 14.0 | 9.0 | 5.0 | 2.51 | F | 13 | 35.2 |
| Reliant 4-dr. | 100.3 | 178.6 | 68.0 | 52.9 | 2,402 | 38.6 | 42.2 | 57.6 | 57.2 | L4 | 3.44 x 3.62 | 2.2/135 | 2V | 9.5 | 97 @ 5,200 | 122 @ 3,200 | 14.0 | 9.0 | 5.0 | 2.51 | F | 13 | 35.2 |
| Reliant Wagon | 100.4 | 178.5 | 68.0 | 53.2 | 2,480 | 38.5 | 42.2 | 57.6 | 57.2 | L4 | 3.44 x 3.62 | 2.2/135 | 2V | 9.5 | 97 @ 5,200 | 122 @ 3,200 | 14.0 | 9.0 | 5.0 | 2.51 | F | 13 | 35.2 |
| Sundance | 97.0 | 171.7 | 67.3 | 52.7 | 2,527 | 38.3 | 41.5 | 57.5 | 57.2 | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 9.5 | 97 @ 5,200 | 122 @ 3,200 | 14.0 | 9.0 | 5.0 | 2.51 | F | 14 | 33.9 |
| Caravelle | 103.3 | 185.2 | 68.0 | 53.1 | 2,589 | 38.6 | 42.2 | 57.6 | 57.2 | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 9.5 | 97 @ 5,200 | 122 @ 3,200 | 14.0 | 9.0 | 5.0 | 3.02 | F | 14 | 36.2 |
| Gran Fury | 112.6 | 204.6 | 72.4 | 55.1 | 3,559 | 39.3 | 42.5 | 60.5 | 60.0 | V-8 | 3.91 x 3.31 | 5.2/318 | 2V | 9.0 | 140 @ 3,600 | 265 @ 2,000 | 18.0 | 15.5 | 5.0 | 2.26 | R | 15 | 40.7 |
| OPTIONAL ENGINES: Reliant | | | | | | | | | | L4 | 3.44 x 4.09 | 2.5/153 | F.I. | 9.0 | 100 @ 4,800 | 136 @ 2,800 | | | | | | | |
| Caravelle, Sundance turbos | | | | | | | | | | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 8.1 | 146 @ 5,200 | 171 @ 3,600 | | | | | | | |
| Gran Fury | | | | | | | | | | V-8 | 3.91 x 3.31 | 5.2/318 | 2V | 8.0 | 175 @ 4,000 | 250 @ 3,200 | | | | | | | |
| **PONTIAC**—1000 2-dr. | 94.3 | 161.9 | 61.8 | 52.8 | 2,114 | 37.8 | 41.7 | 51.2 | 51.2 | L4 | 3.23 x 2.98 | 1.6/98 | 2V | 9.0 | 65 @ 5,200 | 80 @ 3,200 | 12.2 | 9.0 | 5.0 | 3.36 | R | 13 | 30.2 |
| 1000 4-dr. | 97.3 | 164.9 | 61.8 | 52.8 | 2,173 | 37.9 | 41.7 | 51.2 | 51.2 | L4 | 3.23 x 2.98 | 1.6/98 | 2V | 9.0 | 65 @ 5,200 | 80 @ 3,200 | 12.2 | 9.0 | 5.0 | 3.36 | R | 13 | 30.2 |
| Fiero SE | 93.4 | 165.1 | 69.0 | 46.9 | 2,567 | 37.0 | 43.5 | 57.8 | 58.7 | L4 | 4 x 3 | 2.5/151 | F.I. | 9.0 | 98 @ 4,800 | 135 @ 3,200 | 11.9 | 13.7 | 4.0 | 3.35 | R | 14 | 38.4 |
| Fiero Coupe | 93.4 | 162.7 | 69.0 | 46.9 | 2,546 | 37.0 | 43.5 | 57.8 | 58.7 | L4 | 4 x 3 | 2.5/151 | F.I. | 9.0 | 98 @ 4,800 | 135 @ 3,200 | 11.9 | 13.7 | 4.0 | 3.35 | R | 14 | 38.4 |
| Sunbird Coupe | 101.2 | 173.7 | 66.0 | 51.9 | 2,353 | 37.7 | 42.2 | 55.4 | 55.2 | L4 | 3.39 x 3.39 | 2.0/122 | F.I. | 8.8 | 96 @ 4,800 | 118 @ 3,600 | 13.6 | 8.0 | 5.0 | 3.45 | F | 13 | 34.7 |
| Sunbird Sedan | 101.2 | 175.7 | 66.3 | 53.8 | 2,404 | 38.6 | 42.2 | 55.4 | 55.2 | L4 | 3.39 x 3.39 | 2.0/122 | F.I. | 8.8 | 96 @ 4,800 | 118 @ 3,600 | 13.6 | 8.0 | 5.0 | 3.45 | F | 13 | 34.7 |
| Sunbird Wagon | 101.2 | 175.9 | 66.3 | 54.1 | 2,466 | 38.3 | 42.2 | 55.4 | 55.2 | L4 | 3.39 x 3.39 | 2.0/122 | F.I. | 8.8 | 96 @ 4,800 | 118 @ 3,600 | 13.6 | 9.6 | 5.0 | 3.45 | F | 13 | 34.7 |
| Grand Am | 103.4 | 177.5 | 66.9 | 52.5 | 2,492 | 37.7 | 42.9 | 55.5 | 55.2 | V-6 | 3.80 x 2.76 | 3.0/183 | F.I | 9.0 | 125 @ 4,900 | 150 @ 2,400 | 13.6 | 7.9 | 5.0 | 2.84 | F | 13 | 35.1 |
| Grand Am 4-dr. | 103.4 | 177.5 | 67.5 | 52.5 | 2,565 | 37.7 | 42.9 | 55.5 | 55.2 | V-6 | 3.80 x 2.76 | 3.0/183 | F.I | 9.0 | 125 @ 4,900 | 150 @ 2,400 | 13.6 | 7.9 | 5.0 | 2.84 | F | 13 | 35.1 |
| Firebird | 101.0 | 188.0 | 72.0 | 49.7 | 3,105 | 37.0 | 43.0 | 60.7 | 61.6 | V-6 | 3.50 x 2.99 | 2.8/170 | F.I. | 8.9 | 135 @ 5,100 | 160 @ 3,900 | 15.5 | 9.3 | 4.0 | 3.42 | R | 15 | 36.9 |
| Firebird Trans Am | 101.0 | 191.6 | 72.0 | 49.7 | 3,274 | 37.0 | 43.0 | 60.7 | 61.6 | V-8 | 3.74 x 3.48 | 5.0/305 | 4V | 9.3 | 165 @ 4,400 | 250 @ 2,400 | 16.2 | 12.9 | 5.0 | 3.23 | R | 15 | 36.9 |
| Grand Prix | 108.1 | 201.9 | 72.3 | 54.7 | 3,231 | 37.6 | 42.8 | 58.5 | 57.8 | V-6 | 3.8 x 3.4 | 3.8/231 | 2V | 8.0 | 110 @ 3,800 | 190 @ 1,600 | 18.1 | 12.4 | 5.0 | 2.41 | R | 14 | 37.1 |
| 6000 2-dr. | 104.9 | 188.8 | 72.0 | 53.3 | 2,792 | 38.6 | 42.1 | 58.7 | 57.0 | L4 | 4 x 3 | 2.5/151 | F.I. | 9.0 | 98 @ 4,800 | 135 @ 3,200 | 15.7 | 9.7 | 5.0 | 2.39 | F | 14 | 40.0 |
| 6000 4-dr. | 104.9 | 188.8 | 72.0 | 53.7 | 2,755 | 38.6 | 42.1 | 58.7 | 57.0 | L4 | 4 x 3 | 2.5/151 | F.I. | 9.0 | 112 @ 4,800 | 145 @ 2,100 | 15.7 | 9.7 | 5.0 | 2.39 | F | 14 | 40.0 |
| 6000 Wagon | 104.9 | 193.2 | 72.0 | 54.1 | 2,925 | 38.6 | 42.1 | 58.7 | 57.0 | L4 | 4 x 3 | 2.5/151 | F.I. | 9.0 | 140 @ 5,200 | 170 @ 3,600 | 15.7 | 9.7 | 6.0 | 2.39 | F | 14 | 40.0 |
| Safari Wagon | 116.0 | 215.1 | 79.3 | 57.4 | 4,080 | 39.6 | 42.2 | 62.2 | 64.1 | V-8 | 3.80 x 3.39 | 5.0/305 | 4V | 8.0 | 140 @ 3,200 | 255 @ 2,000 | 22.0 | 16.4 | 6.0 | 2.73 | R | 15 | 39.7 |
| Bonneville Sedan | 110.8 | 198.7 | 72.1 | 55.5 | 3,315 | 38.9 | 42.4 | 58.5 | 57.8 | V-6 | 3.8 x 3.4 | 3.8/231 | F.I. | 8.5 | 150 @ 4,400 | 200 @ 2,000 | 18.1 | 12.4 | 5.0 | 2.73 | R | 14 | 37.1 |
| OPTIONAL ENGINES: Sunbird, Grand Am turbos | | | | | | | | | | L4 | 3.39 x 3.39 | 2.0/122 | F.I | 8.0 | 165 @ 5,600 | 175 @ 4,000 | | | | | | | |
| Grand Am | | | | | | | | | | L4 | 4 x 3 | 2.5/151 | F.I. | 9.0 | 98 @ 4,800 | 135 @ 3,200 | | | | | | | |
| Fiero | | | | | | | | | | V-6 | 3.50 x 2.99 | 2.8/173 | F.I. | 8.5 | 135 @ 4,500 | 165 @ 3,600 | | | | | | | |
| 6000 | | | | | | | | | | V-6 | 3.50 x 2.99 | 2.8/173 | F.I. | 8.9 | 125 @ 4,800 | 160 @ 3,600 | | | | | | | |
| Grand Am | | | | | | | | | | V-6 | 3.80 x 2.76 | 3.0/183 | F.I. | 9.0 | 125 @ 4,900 | 150 @ 2,400 | | | | | | | |
| Firebird | | | | | | | | | | V-8 | 3.74 x 3.48 | 5.0/305 | 4V | 9.3 | 155 @ 4,200 | 245 @ 2,000 | | | | | | | |
| Grand Prix | | | | | | | | | | V-8 | 3.74 x 3.48 | 5.0/305 | 4V | 9.3 | 150 @ 4,000 | 245 @ 2,000 | | | | | | | |
| Formula, Trans Am | | | | | | | | | | V-8 | 4.00 x 3.48 | 5.7/350 | F.I. | 9.3 | 210 @ 4,000 | 315 @ 3,200 | | | | | | | |
| **RENAULT/AMC**—Alliance | 97.8 | 163.8 | 65.0 | 51.3 | 1,959 | 37.1 | 40.8 | 55.2 | 52.8 | L4 | 2.99 x 3.03 | 1.4/85.2 | F.I. | 9.0 | 56 @ 4,200 | 75 @ 2,500 | 12.5 | 4.7 | 5.0 | 3.56 | F | 13 | 30.3 |
| Alliance Hatchback | 97.8 | 160.6 | 65.0 | 51.3 | 2,009 | 37.1 | 40.8 | 55.2 | 52.8 | L4 | 2.99 x 3.03 | 1.4/85.2 | F.I. | 9.0 | 56 @ 4,200 | 75 @ 2,500 | 12.5 | 4.7 | 5.0 | 3.56 | F | 13 | 30.3 |
| Alliance Convertible | 97.8 | 163.8 | 65.0 | 53.1 | 2,206 | 38.5 | 40.8 | 55.2 | 52.8 | L4 | 3.19 x 3.29 | 1.7/104 | F.I. | 9.5 | 77.5 @ 5,000 | 96 @ 3,000 | 12.5 | 4.7 | 5.0 | 3.29 | F | 13 | 30.3 |
| GTA | 97.8 | 163.8 | 65.0 | 51.3 | 2,097 | 37.1 | 40.8 | 55.2 | 52.8 | L4 | 3.228 x 3.661 | 2.0/120 | F.I. | 9.5 | 95 @ 5,250 | 114 @ 2,750 | 12.5 | 4.7 | 5.0 | 4.07 | F | 13 | 30.3 |
| OPTIONAL ENGINES: Alliance | | | | | | | | | | L4 | 3.19 x 3.29 | 1.7/104 | F.I. | 9.5 | 77.5 @ 5,000 | 96 @ 3,000 | | | | | | | |
| **VOLKSWAGEN**—Golf GL | 97.3 | 158.0 | 65.5 | 55.7 | 2,163 | N.A. | N.A. | 56.3 | 56.0 | L4 | 3.19 x 3.40 | 1.8/109 | F.I. | 9.0 | 85 @ 5,250 | 96 @ 3,000 | 14.5 | 7.3 | 4.3 | 3.67 | F | 13 | 34.3 |
| GTI | 97.3 | 158.0 | 66.1 | 55.7 | 2,203 | N.A. | N.A. | 56.3 | 56.0 | L4 | 3.19 x 3.40 | 1.8/109 | F.I. | 10.0 | 102 @ 5,250 | 110 @ 3,250 | 14.5 | 7.3 | 4.3 | 3.67 | F | 14 | 34.4 |
| Jetta | 97.3 | 171.7 | 65.5 | 55.7 | 2,275 | N.A. | N.A. | 56.3 | 56.0 | L4 | 3.19 x 3.40 | 1.8/109 | F.I. | 9.0 | 85 @ 5,250 | 96 @ 3,000 | 14.5 | 7.3 | 4.3 | 3.67 | F | 13 | 34.4 |
| OPTIONAL ENGINES: Golf diesel | | | | | | | | | | L4 | 3.01 x 3.40 | 1.6/97 | F.I. | 23.0 | 52 @ 4,800 | 71 @ 2,000 | | | | | | | |

**NOTE:** This table has been compiled from information supplied by factories, distributors and other direct sources. Every reasonable precaution has been taken to insure accuracy, but Automotive News cannot assume any liability by reason of inaccuracies or omissions. Specifications are subject to change without notice.

List of Abbreviations:
N.A.—Information not available.
F.I.—Fuel Injection.
H.O.—High Output.

# 1987-model domestic car body family designations

What's a body to do when a new-model season begins in Detroit?

In the case of *Automotive News*, you do a study of domestic car-body family designations — or "platforms" as they're called by technical people.

There were a number of happenings in the '87 model year.

Gone is Ford Motor Co.'s L-body Ford LTD and Mercury Marquis, full-size rear-wheel-drive cars that were phased out during the '86 model run.

Also gone is Chrysler Motors' Chrysler Limo, designated the KC-body during its brief lifespan.

Whereas Ford did not add any new bodies in '87, Chrysler did — a J-body Chrysler LeBaron coupe and convertible, and P-body Plymouth Sundance and Dodge Shadow.

General Motors did not discard any bodies, but added some — the brand-new L-body Chevrolet Corsica and Beretta, and super-lux V-body Cadillac Allante.

In addition, Pontiac Bonneville, a rear-wheel-drive G-body in '86, was resized and redesignated a front-wheel-drive H-body in '87.

While no other complete body families were dropped or added by the three companies in '87, there were individual-model comings and goings and some name-changing.

Chrysler dropped its CV-body Dodge 600 convertible and G-body Chrysler Laser. But showing up in '87 was a G-body Dodge Daytona Turbo Z.

In a parenthetical gesture, Chrysler's L-body Plymouth Horizon and Dodge Omni were designated Horizon (America) and Dodge (America) in the '87 chart.

GM's Buick Motor Div. relabeled its '86 B-body Estate Wagons the LeSabre Wagon and Electra Wagon for '87.

The accompanying charts detail the 1987 model-year family/platform nomenclature. ■

## GENERAL MOTORS CORP.

| | Chevrolet | Pontiac | Oldsmobile | Buick | Cadillac |
|---|---|---|---|---|---|
| **A** | Celebrity | 6000 | Cutlass Ciera | Century | — |
| **B** | Caprice,<br>Caprice Classic | Parisienne | Custom Cruiser Wagon | Electra Wagon<br>LeSabre Wagon | — |
| **C** | — | — | Ninety-Eight | Electra/ Park Avenue | DeVille,<br>Fleetwood Limousine,<br>Funeral Coach |
| **D** | — | — | — | — | Fleetwood Brougham |
| **E** | — | — | Toronado | Riviera | Eldorado |
| **F** | Camaro | Firebird | — | — | — |
| **G** | Monte Carlo | Grand Prix | Cutlass Supreme | Regal | — |
| **H** | — | Bonneville | Delta 88 | LeSabre | — |
| **J** | Cavalier | Sunbird | Firenza | Skyhawk | Cimarron |
| **K** | — | — | — | — | Seville |
| **L** | Corsica,<br>Beretta | — | — | — | — |
| **M** | Sprint | — | — | — | — |
| **N** | — | Grand Am | Calais | Somerset/ Skylark | — |
| **P** | — | Fiero,<br>Fiero GT | — | — | — |
| **R** | Spectrum | — | — | — | — |
| **S** | Nova | — | — | — | — |
| **T** | Chevette | 1000 | — | — | — |
| **V** | — | — | — | — | Allante |
| **Y** | Corvette | — | — | — | — |

## FORD MOTOR CO.

| | Ford | Mercury | Lincoln |
|---|---|---|---|
| **Erika** | Escort,<br>Escort EXP | Lynx | — |
| **Topaz** | Tempo | Topaz | — |
| **Fox** | Mustang | — | — |
| **LS** | — | — | Continental,<br>Mark VII |
| **S** | Thunderbird | Cougar | — |
| **Taurus** | Taurus | Sable | — |
| **Panther** | LTD Crown Victoria | Grand Marquis | Town Car |

## CHRYSLER MOTORS

| | Plymouth | Dodge | Chrysler |
|---|---|---|---|
| **CV** | — | — | LeBaron 4-dr.,<br>Town & Country Wagon |
| **E** | Caravelle | 600 | New Yorker |
| **G** | — | Daytona,<br>Daytona Turbo Z | — |
| **H** | — | Lancer | LeBaron GTS |
| **J** | — | — | LeBaron coupe & convertible |
| **K** | Reliant | Aries | — |
| **L** | Horizon (America),<br>Turismo | Omni (America),<br>Charger,<br>Shelby Charger | — |
| **M** | Gran Fury | Diplomat | Fifth Avenue |
| **P** | Sundance | Shadow | — |
| **S** | Voyager | Caravan | — |

# PRODUCTS/SPECIFICATIONS

# 1987-model import-car specifications

| MAKE AND MODEL | DIMENSIONS | | | | | | | | | ENGINE | | | | | | CAPACITY | | | MISCELLANEOUS | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Wheelbase (in.) | Overall Length (in.) | Overall Width (in.) | Overall Height (in.) | Curb Weight (lbs.) | Front-seat Headroom (in.) | Front-seat Legroom (in.) | Front Track (in.) | Rear Track (in.) | Number of Cylinders | Displacement (liters/cu. in.) | Carburetion | Compression Ratio | Net BHP at RPM | Net Torque (ft. lbs.) at RPM | Fuel Tank (U.S. gals.) | Cooling System with heater (qts.) | Crankcase with filter (qts.) | Axle Ratio (standard) | Standard Transmission | Drive System | Wheel Diameter (in.) | Curb to Curb Turning Circle (dia. in. ft.) |
| **ACURA** Integra 3-dr. | 96.5 | 168.5 | 65.6 | 53.8 | 2,326 | 37.5 | 40.7 | 55.9 | 56.5 | L-4 | 1.6/97 | F.I. | 9.3 | 113@6,250 | 99@5,500 | 13.2 | 5.9 | 4.2 | 4.21 | M5 | F | 14 | 30.8 |
| Integra 5-dr. | 99.2 | 171.3 | 65.6 | 50.8 | 2,390 | 37.5 | 40.7 | 55.9 | 56.5 | L-4 | 1.6/97 | F.I. | 9.3 | 113@6,250 | 99@5,500 | 13.2 | 5.9 | 4.2 | 4.21 | M5 | F | 14 | 30.8 |
| Legend Coupe 2-dr. | 106.5 | 188.0 | 66.7 | 53.9 | 3,089 | 37.2 | 42.9 | 59.1 | 59.1 | V-6 | 2.7/163 | F.I. | 9.0 | 161@5,900 | 162@4,500 | 18.0 | 9.3 | 6.0 | 4.20 | M5 | F | 15 | 36.5 |
| Legend Sedan 4-dr. | 108.7 | 189.4 | 68.3 | 54.7 | 3,078 | 37.2 | 42.3 | 59.1 | 57.5 | V-6 | 2.5/152 | F.I. | 9.0 | 151@5,800 | 154@4,500 | 18.0 | 9.3 | 5.7 | 4.20 | M5 | F | 15 | 36.1 |
| **ALFA ROMEO** Graduate | 88.6 | 168.8 | 64.1 | 48.8 | 2,548 | 33.9 | 29.5 | 52.1 | 50.1 | 4 | 2.0/119.6 | F.I. | 9.0 | 115@5,500 | 119.4@2,750 | 12.2 | 8.0 | 7.0 | 4.10 | M5 | R | 14 | 34.5 |
| Spider Veloce | 88.6 | 168.8 | 64.1 | 48.8 | 2,548 | 33.9 | 29.5 | 52.1 | 50.1 | 4 | 2.0/119.6 | F.I. | 9.0 | 115@5,500 | 119@2,750 | 12.2 | 8.0 | 7.0 | 4.10 | M5 | R | 14 | 34.5 |
| Milano | 98.8 | 170.5 | 64.2 | 53.1 | 2,907 | 38.2 | 37.2 | 54.3 | 54.1 | 6 | 2.49/151 | F.I. | 9.0 | 154@5,500 | 151.9@3,200 | 17.6 | 10.6 | 7.6 | 4.10 | M5 | R | 14 | 32.8 |
| **ASTON MARTIN** V-8 Coupe | 102.8 | 189.5 | 72.0 | 52.3 | 4,100 | N.A. | N.A. | 59.0 | 59.0 | V-8 | 5.3/326 | 4-2V | 8.3 | N.A. | N.A. | 25.2 | 19.2 | 12.0 | 3.54 | M5 | R | 15 | 38.0 |
| Volante Convertible | 102.8 | 189.5 | 72.0 | 54.0 | 4,100 | N.A. | N.A. | 59.0 | 59.0 | V-8 | 5.3/326 | 4-2V | 8.3 | N.A. | N.A. | 25.8 | 19.2 | 12.0 | 3.54 | M5 | R | 15 | 38.0 |
| Lagonda | 115.0 | 207.9 | 70.5 | 51.2 | 4,400 | N.A. | N.A. | 59.0 | 59.0 | V-8 | 5.3/326 | N.A. | N.A. | N.A. | N.A. | 33.3 | N.A. | N.A. | N.A. | A3 | R | 15 | N.A. |
| **AUDI** 4000S | 99.8 | 176.6 | 66.2 | 54.3 | 2,337 | 38.1 | 40.9 | 55.1 | 55.9 | L-4 | 1.8/109 | F.I. | 10.0 | 102@5,500 | 111@3,250 | 15.8 | 6.9 | 3.7 | 4.11 | M5 | F | 14 | 34.0 |
| 4000CS Quattro | 99.4 | 176.6 | 66.4 | 54.3 | 2,824 | 38.1 | 40.9 | 55.4 | 55.8 | L-5 | 2.2/136 | F.I. | 8.5 | 115@5,500 | 126@3,000 | 18.5 | 8.5 | 4.0 | 4.11 | M5 | 4 | 14 | 34.8 |
| Coupe GT | 99.8 | 177.3 | 66.3 | 53.1 | 2,507 | 37.2 | 40.9 | 55.2 | 55.9 | L-5 | 2.2/136 | F.I. | 8.5 | 110@5,500 | 122@2,500 | 15.8 | 7.4 | 4.0 | 4.90 | M5 | F | 14 | 32.5 |
| 5000S | 105.8 | 192.7 | 71.4 | 55.7 | 2,844 | 37.9 | 41.9 | 57.8 | 57.8 | L-5 | 2.2/136 | F.I. | 8.5 | 110@5,500 | 122@2,500 | 21.1 | 8.5 | 5.3 | 4.11 | M5 | F | 14 | 34.2 |
| 5000S Wagon | 105.8 | 192.7 | 71.4 | 55.7 | 2,954 | 37.9 | 41.9 | 57.8 | 57.8 | L-5 | 2.2/136 | F.I. | 8.5 | 110@5,500 | 122@2,500 | 21.1 | 8.5 | 5.3 | 4.11 | M5 | F | 14 | 34.2 |
| 5000CS Turbo | 105.8 | 192.7 | 71.4 | 55.9 | 3,086 | 37.9 | 41.1 | 57.8 | 57.8 | 5 | 2.2/136 | F.I. | 7.8 | *158@5,500 | *166@2,500 | 21.1 | 8.5 | 5.3 | 3.89 | M5 | F | 15 | 34.2 |
| 5000CS Turbo Quattro | 105.8 | 192.7 | 71.4 | 55.9 | 3,351 | 37.6 | 41.1 | 57.8 | 57.8 | 5 | 2.2/136 | F.I. | 7.8 | *158@5,500 | *166@3,000 | 21.1 | 8.5 | 5.3 | 3.89 | M5 | 4 | 15 | 34.2 |
| 5000CS Turbo Quattro Wagon | 105.8 | 192.7 | 71.4 | 55.9 | 3,437 | 37.6 | 41.1 | 57.8 | 57.8 | 5 | 2.2/136 | F.I. | 7.8 | *158@5,500 | *166@3,000 | 21.1 | 8.5 | 5.3 | 3.89 | M5 | 4 | 15 | 34.2 |
| * Unleaded premium: 162@5,500 hp, 177@3,000 torque. | | | | | | | | | | | | | | | | | | | | | | | |
| **AUSTIN ROVER** Sterling | 108.6 | 188.8 | 76.8 | 54.8 | 3,164 | 37.8 | 41.2 | 58.8 | 57.1 | V-6 | 2.5/152.2 | F.I. | 9.0 | 151@5,800 | 154@4,500 | 18.0 | 10.6 | 4.8 | 4.20 | M5 | F | 15 | 36.5 |
| **BERTONE** X1/9 | 86.7 | 156.3 | 61.8 | 46.8 | 2,210 | N.A. | N.A. | 53.3 | 53.6 | 4 | 1.5/91.4 | F.I. | 8.5 | 75@5,500 | 79@3,000 | 12.2 | 12.2 | 4.33 | 4.07 | M5 | R | 13 | 32.8 |
| **BMW** 325 Sedan | 101.2 | 175.6 | 64.8 | 54.3 | 2,765 | 37.7 | 39.6 | 55.4 | 55.7 | 6 | 2.7/164 | F.I. | 9.0 | 121@4,250 | 170@3,250 | 14.5 | 11.6 | 4.5 | 2.93 | M5 | R | 14 | 32.2 |
| 325i | 101.2 | 175.6 | 64.8 | 54.3 | 2,850 | 37.7 | 39.6 | 55.4 | 55.7 | 6 | 2.5/152 | F.I. | 8.8 | 168@5,800 | 164@4,300 | 14.5 | 11.6 | 4.5 | 3.73 | M5 | R | 14 | 32.2 |
| M3 | 100.9 | 171.1 | 66.1 | 53.9 | 2,735 | 37.7 | 39.6 | 55.6 | 56.4 | 4 | 2.3/140 | F.I. | 10.5 | 192@6,750 | 170@4,750 | 18.5 | N.A. | N.A. | 4.10 | M5 | R | 15 | 32.2 |
| 528e Sedan | 103.3 | 189.0 | 66.9 | 55.7 | 3,100 | 38.2 | 41.7 | 56.3 | 57.5 | 6 | 2.7/164 | F.I. | 9.0 | 121@4,250 | 170@3,250 | 16.6 | 11.6 | 4.5 | 2.93 | M5 | R | 14 | 32.8 |
| 535i Sedan | 103.3 | 189.0 | 66.9 | 55.7 | 3,270 | 37.0 | 41.7 | 56.3 | 57.5 | 6 | 3.4/209 | F.I. | 8.0 | 182@5,400 | 214@4,000 | 16.6 | 12.7 | 6.0 | 3.25 | M5 | R | 390mm | 32.8 |
| M5 | 103.3 | 189.0 | 66.9 | 55.7 | 3,420 | N.A. | N.A. | 56.3 | 57.7 | 6 | 3.5/211 | F.I. | 9.8 | 256@6,500 | 243@4,500 | 16.6 | N.A. | N.A. | 3.91 | M5 | R | 16 | 32.8 |
| L6 | 103.3 | 193.8 | 67.9 | 53.7 | 3,490 | N.A. | N.A. | 56.3 | 57.5 | 6 | 3.4/209 | F.I. | 8.0 | 182@5,400 | 214@4,000 | 16.6 | N.A. | N.A. | 3.46 | L4 | R | 390mm | 33.1 |
| M6 | 103.3 | 193.8 | 67.6 | 53.3 | 3,570 | N.A. | N.A. | 56.3 | 57.6 | 6 | 3.5/211 | F.I. | 9.8 | 256@6,500 | 243@4,500 | 16.6 | N.A. | N.A. | 3.91 | M5 | R | 415mm | 34.2 |
| 735i Sedan | 111.5 | 193.3 | 72.6 | 55.6 | 3,836 | 37.1 | 42.1 | 60.2 | 61.4 | 6 | 3.4/209 | F.I. | 9.0 | 208@5,700 | 225@4,000 | 21.5 | 12.7 | 6.0 | 3.64 | M5 | R | 15 | 38.0 |
| **CHEVROLET** Sprint 2-dr. | 88.4 | 144.5 | 60.2 | 53.1 | 1,565 | 36.0 | 42.0 | 52.6 | 51.2 | 3 | 1.0/60.6 | 2V | 9.5 | 48@5,100 | 77@3,200 | 8.7 | 4.3 | 4.0 | 4.10 | M5 | F | 14 | 30.2 |
| Sprint 4-dr. | 92.3 | 148.2 | 60.2 | 53.1 | 1,620 | 36.0 | 42.0 | 52.6 | 51.2 | 3 | 1.0/60.6 | 2V | 9.5 | 48@5,100 | 77@3,200 | 8.7 | 4.3 | 4.0 | 4.10 | M5 | F | 12 | 31.5 |
| Spectrum Hatchback | 94.5 | 157.4 | 63.6 | 52.0 | 1,947 | 38.0 | 41.7 | 54.7 | 54.3 | 4 | 1.5/90 | 2V | 9.6 | 70@5,100 | 87@3,400 | 11.1 | 6.8 | 4.0 | 3.58 | M5 | F | 13 | 32.8 |
| OPTIONAL ENGINES: Sprint turbo | | | | | | | | | | 3 | 1.0/60.6 | F.I. | 8.3 | 70@5,500 | 107@3,500 | | | | | | | | |
| **CHRYSLER** Conquest Turbo | 95.9 | 173.2 | 66.3 | 50.2 | 2,922 | 36.6 | 40.7 | 55.5 | 55.1 | 4 | 2.6/155.9 | F.I. | 7.0 | 145@5,000 | 185@2,500 | 19.8 | 8.8 | 4.3 | 3.54 | M5 | R | 15 | 31.5 |
| OPTIONAL ENGINES: Conquest Intercooled Turbo | | | | | | | | | | 4 | 2.6/155.9 | F.I. | 7.0 | 176@5,000 | 223@2,500 | | | | | | | | |
| **COLT** (Plymouth and Dodge) 2-dr. | 93.7 | 157.3 | 63.8 | 53.4 | 1,984 | 37.7 | 40.6 | 55.5 | 52.8 | 4 | 1.5/90.0 | 2V | 9.4 | 68@5,500 | 85@3,500 | 11.9 | 4.5 | 4.0 | 3.46 | M4 | F | 13 | 30.2 |
| Colt 4-dr. Sedan | 93.7 | 169.1 | 63.8 | 53.4 | 2,051 | 37.7 | 40.1 | 55.5 | 52.8 | 4 | 1.5/90.0 | 2V | 9.4 | 68@5,500 | 85@3,500 | 11.9 | 4.5 | 4.0 | 4.02 | M5 | F | 13 | 30.2 |
| Colt Vista Wagon | 103.4 | 174.6 | 64.6 | 57.3 | 2,557 | 38.3 | 38.8 | 55.5 | 54.1 | 4 | 2.0/122.0 | 2V | 8.5 | 88@5,000 | 108@3,500 | 13.2 | 7.4 | 4.1 | 3.19 | M5 | F | 13 | 34.8 |
| Colt Vista Wagon (4wd) | 103.5 | 174.6 | 64.6 | 59.4 | 2,888 | 38.3 | 38.8 | 55.3 | 54.5 | 4 | 2.0/122.0 | 2V | 8.5 | 88@5,000 | 108@3,500 | 14.5 | 7.4 | 4.1 | 3.71 | M5 | F | 14 | 34.8 |
| OPTIONAL ENGINES: Colt turbo | | | | | | | | | | L-4 | 1.6/97.6 | F.I. | 7.6 | 102@5,500 | 122@3,000 | | | | | | | | |
| **FERRARI** 328 GTB/S | 92.5 | 168.7 | 68.1 | 40.1 | 3,140 | N.A. | N.A. | 58.0 | 57.8 | 8 | 3.2/194.4 | F.I. | 9.2 | 260@7,000 | 213.5@5,500 | 18.5 | 23.2 | 10.5 | 4.06 | M5 | R | 16 | 39.3 |
| 3.2 Mondial Coupe/Cabriolet | 104.3 | 178.5 | 70.6 | 48.6 | 3,400 | N.A. | N.A. | 59.8 | 59.4 | 8 | 3.2/194.4 | F.I. | 9.2 | 260@7,000 | 213.5@5,500 | 18.5 | 25.3 | 10.5 | 4.06 | M5 | R | 16 | 38.9 |
| Testarossa | 100.4 | 176.6 | 77.8 | 44.5 | 3,660 | N.A. | N.A. | 59.8 | 65.4 | 12 | 4.9/301.5 | F.I. | 8.8 | 380@5,750 | 354@4,500 | 26.5 | 21.0 | 16.4 | 3.21 | M5 | R | 16 | 39.3 |
| **FORD** Festiva (1988 model) | 90.2 | 140.5 | 63.2 | 55.3 | 1,713 | 38.8 | 40.6 | 55.1 | 54.5 | L-4 | 1.3/80.7 | 2V | 9.0 | 58@5,000 | 75@3,500 | 10.0 | 5.0 | 3.6 | 2.61 | M5 | F | 12 | 14.1 |
| **HONDA** CRX HF | 86.6 | 144.7 | 63.9 | 50.8 | 1,713 | 37.6 | 42.7 | 51.5 | 55.7 | 4 | 1.5/90.8 | 3V | 9.3 | 58@4,500 | 79@2,500 | 10.0 | 4.7 | 3.7 | 2.95 | M5 | F | 13 | 29.5 |
| CRX Si | 86.6 | 147.8 | 63.9 | 50.8 | 1,978 | 37.6 | 42.7 | 55.1 | 55.7 | L-4 | 1.5/90.8 | F.I. | 8.7 | 91@5,500 | 92.9@4,500 | 11.9 | 5.8 | 3.7 | 4.40 | M5 | F | 13 | 29.5 |
| Civic DX | 93.7 | 151.4 | 63.9 | 52.6 | 1,887 | 37.6 | 43.3 | 55.1 | 55.7 | 4 | 1.3/82.0 | 3V | 10.0 | 60@5,500 | 73@3,500 | 11.9 | 5.8 | 4.0 | 3.58 | M5 | F | 13 | 30.8 |
| Civic Sedan 4-dr. | 96.5 | 163.4 | 63.9 | 54.5 | 1,940 | 38.1 | 40.3 | 55.1 | 55.7 | 4 | 1.5/90.8 | 3V | 9.2 | 76@6,000 | 84@3,500 | 12.1 | 5.8 | 4.0 | 4.25 | M5 | F | 13 | 31.5 |
| Civic Wagon 4wd | 96.5 | 158.7 | 63.9 | 58.3 | 2,304 | 39.2 | 38.9 | 55.1 | 57.7 | 4 | 1.5/90.8 | 3V | 9.2 | 74@6,000 | 83@3,500 | 12.1 | 5.8 | 4.0 | 4.47 | M6 | F | 13 | 30.2 |
| Accord Hatchback DX | 102.4 | 178.5 | 66.7 | 53.4 | 2,416 | 38.0 | 42.8 | 58.3 | 58.1 | 4 | 2.0/119.0 | 3V | 9.1 | 98@5,500 | 109@3,500 | 15.8 | 6.6 | 4.2 | 3.87 | M5 | F | 13 | 34.1 |
| Prelude Si | 96.5 | 172.0 | 66.9 | 48.6 | 2,379 | 37.3 | 43.2 | 57.9 | 57.9 | 4 | 2.0/119.0 | F.I. | 8.8 | 110@5,500 | 114@4,500 | 15.8 | 6.6 | 4.2 | 4.07 | M5 | F | 13 | 34.1 |
| **HYUNDAI** Excel | 93.7 | 161.0 | 63.1 | 54.1 | 2,156 | 37.5 | 40.9 | 54.1 | 52.8 | 4 | 1.5/89.6 | 2V | 9.4 | 68@5,500 | 82@3,500 | 10.6 | 6.0 | 3.5 | 3.47 | M4 | F | 13 | 33.8 |
| **ISUZU** I-Mark Coupe | 94.5 | 157.4 | 63.5 | 54.1 | 1,923 | 38.0 | 41.7 | 54.7 | 54.3 | 4 | 1.5/90.0 | 2V | 9.6 | 70@5,400 | 87@3,400 | 11.1 | 6.8 | 4.0 | 3.58 | M5 | F | 13 | 32.8 |
| Impulse Sports Coupe | 96.1 | 172.6 | 65.2 | 51.4 | 2,727 | 36.9 | 41.9 | 53.3 | 53.9 | 4 | 1.9/118.9 | F.I. | 9.2 | 90@5,000 | 146@3,000 | 15.1 | 9.3 | 4.4 | 3.91 | M5 | R | 14 | 31.5 |
| OPTIONAL ENGINES: I-Mark | | | | | | | | | | L-4 | 1.5/90 | F.I. | 8.0 | 110@5,400 | 120@3,500 | | | | | | | | |
| Impulse turbo | | | | | | | | | | L-4 | 1.9/121 | F.I. | 7.9 | 140@5,400 | 166@3,000 | | | | | | | | |
| **JAGUAR** XJ-6 | 113.0 | 199.6 | 69.6 | 52.8 | 4,057 | 38.1 | 39.3 | 58.3 | 58.9 | 6 | 4.2/258.0 | F.I. | 8.1 | 176@4,750 | 219@2,500 | 23.8 | 19.25 | 8.7 | 2.88 | A3 | R | 15 | 38.0 |
| XJ-S Coupe | 102.0 | 191.7 | 70.6 | 47.8 | 4,040 | 36.1 | 41.3 | 58.6 | 59.2 | V-12 | 5.3/326.0 | F.I. | 11.5 | 262@5,000 | 290@5,000 | 24.0 | 21.5 | 11.5 | 2.88 | A3 | R | 15 | 39.4 |
| **LAMBORGHINI** Jalpa | 96.5 | 170.5 | 74.0 | 44.9 | 3,307 | N.A. | N.A. | 59.1 | 61.2 | V-8 | 3.5/213.6 | 4-2V | 9.2 | 255@7,000 | 283@3,500 | 21.1 | N.A. | 2.4 | N.A. | M5 | R | 16 | 36.1 |
| Countach | 96.5 | 163.0 | 78.7 | 42.1 | 3,278 | N.A. | N.A. | N.A. | N.A. | V-12 | 5.3/323.4 | F.I. | 9.5 | 420@7,000 | 340@5,000 | 31.8 | N.A. | N.A. | 4.09 | M5 | R | 15 | N.A. |
| **LOTUS** Turbo Esprit | 96.0 | 169.0 | 73.0 | 44.5 | 2,700 | N.A. | N.A. | 60.5 | 61.2 | 4 | 2.2/132.6 | F.I. | 8.0 | 215@6,250 | 194@5,000 | 20.1 | 12.5 | 6.8 | 4.38 | M5 | R | 15 | 36.0 |
| **MASERATI** Biturbo 425, Spyder, Si | 102.4 | 173.2 | 68.1 | 53.5 | 2,780 | N.A. | N.A. | 56.7 | 57.2 | V-6 | 2.5/152 | F.I. | 7.3 | 188@5,500 | 208@3,000 | 20.0 | 9.0 | 6.3 | 3.31 | M5 | R | 14 | 38.0 |
| **MAZDA** 323 | 94.5 | 161.8 | 64.8 | 54.7 | 2,060 | 38.4 | 41.5 | 54.7 | 55.7 | 4 | 1.6/97.4 | F.I. | 9.3 | 82@5,000 | 92@2,500 | 11.9 | 5.2 | 3.6 | 4.10 | M4 | F | 13 | 30.8 |
| 626 Sedan | 98.8 | 177.8 | 66.5 | 55.5 | 2,450 | 38.9 | 41.4 | 56.3 | 56.1 | 4 | 2.0/121.9 | F.I. | 8.6 | 93@5,000 | 115@2,500 | 15.8 | 7.6 | 4.8 | 4.10 | M5 | F | 14 | 33.5 |
| RX-7 | 95.7 | 168.9 | 66.5 | 49.8 | 2,625 | 37.2 | 43.7 | 57.1 | 56.7 | Rotary | 1.3/80.0 | F.I. | 9.4 | 146@6,500 | 138@3,500 | 16.6 | 9.2 | 6.4 | 4.10 | M5 | R | 14 | 16.1 |
| OPTIONAL ENGINES: 626 turbo | | | | | | | | | | L-4 | 2.0/121.9 | F.I. | 7.8 | 120@5,000 | 150@3,000 | | | | | | | | |
| RX-7 turbo | | | | | | | | | | Rotary | 1.3/80.0 | F.I. | 8.5 | 182@6,500 | 183@3,500 | | | | | | | | |
| **MERCEDES-BENZ** 190E | 104.9 | 175.1 | 66.1 | 54.7 | 2,[illegible]80 | 36.9 | 41.9 | 56.6 | 55.8 | 4 | 2.3/140.3 | F.I. | 9.0 | 130@5,100 | 146@3,500 | 14.5 | 9.0 | 5.3 | 3.27 | A4 | R | 15 | 35.0 |
| 190E 2.3-16 | 104.9 | 174.4 | 67.2 | 53.6 | 3,[illegible]10 | 36.9 | 41.9 | 56.9 | 56.3 | 4 | 2.3/140.3 | F.I. | 9.7 | 167@5,800 | 162@4,750 | 18.5 | 8.3 | 5.8 | 3.27 | A4 | R | 15 | 34.8 |
| 190D (diesel) | 104.9 | 175.0 | 66.1 | 54.7 | 2,845 | 36.9 | 41.9 | 56.6 | 55.8 | 5 | 2.5/152.6 | F.I. | 22.0 | 93@4,600 | 122@2,800 | 14.5 | 8.3 | 7.4 | 3.07 | A4 | R | 15 | 35.0 |
| 300E | 110.2 | 187.2 | 68.5 | 56.9 | 3,220 | 36.9 | 41.7 | 58.9 | 58.6 | 6 | 3.0/180.8 | F.I. | 9.2 | 177@5,700 | 188@4,400 | 18.5 | 9.9 | 6.9 | 3.07 | A4 | R | 15 | 36.7 |
| 300D turbodiesel | 110.2 | 187.2 | 68.5 | 56.9 | 3,375 | 36.9 | 41.7 | 58.9 | 58.6 | 6 | 3.0/182.9 | F.I. | 22.0 | 143@4,600 | 195@2,400 | 18.5 | 10.6 | 11.0 | 2.65 | A4 | R | 15 | 36.7 |
| 300SDL turbodiesel | 121.1 | 208.1 | 71.7 | 56.7 | 3,835 | 37.3 | 41.9 | 61.2 | 60.1 | 6 | 3.0/182.9 | F.I. | 22.0 | 143@4,600 | 195@2,400 | 23.8 | 10.6 | 9.7 | 2.88 | A4 | R | 15 | 40.6 |
| 420SEL Sedan | 121.1 | 208.1 | 71.7 | 56.7 | 3,850 | 37.3 | 41.9 | 61.2 | 60.1 | V-8 | 4.2/256.0 | F.I. | 9.0 | 201@5,200 | 228@3,600 | 23.8 | 14.1 | 8.0 | 2.47 | A4 | R | 15 | 40.6 |
| 560SEL | 120.9 | 208.1 | 71.7 | 56.3 | 4,035 | 37.3 | 41.9 | 61.2 | 60.1 | V-8 | 5.6/338.5 | F.I. | 9.0 | 238@4,800 | 287@3,500 | 23.8 | 14.1 | 8.0 | 2.47 | A4 | R | 15 | 40.6 |
| 560SL | 96.7 | 180.3 | 70.5 | 51.5 | 3,705 | 36.7 | 42.2 | 57.7 | 57.7 | V-8 | 5.6/338.5 | F.I. | 9.0 | 227@4,750 | 279@3,250 | 22.5 | 15.2 | 8.0 | 2.47 | A4 | R | 15 | 34.3 |
| 560SEC | 112.0 | 199.2 | 72.0 | 55.0 | 3,890 | 36.8 | 41.9 | 61.2 | 60.1 | V-8 | 5.6/338.5 | F.I. | 9.0 | 238@4,800 | 287@3,500 | 23.8 | 14.1 | 8.0 | 2.47 | A4 | R | 15 | 38.1 |
| **MERCURY** Merkur XR4Ti | 102.7 | 178.4 | 68.0 | 53.8 | 2,920 | 38.5 | 41.0 | 57.2 | 57.8 | 4 | 2.3/140.0 | F.I. | 8.0 | 145@4,400 | 180@3,000 | 15.0 | 10.5 | 5.0 | 3.64 | A3 | F | 15 | 35.4 |
| Scorpio (1988 model) | 108.7 | 186.4 | 68.1 | 54.6 | 3,245 | 37.0 | 41.3 | 58.1 | 58.1 | V-6 | 2.9/177 | F.I. | 9.0 | 144@5,600 | 162@3,200 | 10.0 | 16.9 | 4.0 | 3.64 | M5 | R | 15 | 34.1 |
| Tracer (1988 model) | 94.7 | 162.0 | 65.2 | 53.0 | 2,158 | 38.3 | 41.5 | 54.9 | 56.0 | L-4 | 1.6/97.4 | F.I. | 9.3 | 82@5,000 | 92@2,500 | 11.9 | 5.3 | 3.6 | 3.63 | M5 | F | 13 | 30.8 |
| OPTIONAL ENGINES: XR4Ti turbo | | | | | | | | | | 4 | 2.3/140.0 | F.I. | 8.0 | 175@5,000 | 200@3,000 | | | | | M5 | | | |
| **MITSUBISHI** Mirage | 93.7 | 157.3 | 64.4 | 53.5 | 1,984 | 37.7 | 40.6 | 55.5 | 52.8 | 4 | 1.5/89.6 | 2V | 9.4 | 68@5,500 | 85@3,500 | 11.9 | 5.3 | 2.6 | 3.15 | M4 | F | 13 | 30.2 |
| Precis 3-dr. | 93.7 | 160.9 | 63.1 | 54.1 | 2,161 | 37.5 | 40.9 | 54.1 | 52.8 | I-4 | 1.46/89.6 | 2V | 9.4 | 68@5,500 | 82@3,500 | 10.6 | N.A. | N.A. | 3.60 | M5 | F | 13 | 33.8 |
| Precis 5-dr. | 93.7 | 160.9 | 63.1 | 54.1 | N.A. | 37.5 | 40.9 | 54.1 | 52.8 | I-4 | 1.46/89.6 | 2V | 9.4 | 68@5,500 | 82@3,500 | 10.6 | N.A. | N.A. | 3.60 | M5 | F | 13 | 33.8 |
| Tredia | 96.3 | 172.4 | 65.4 | 51.6 | 2,370 | 37.6 | 40.9 | 55.5 | 54.1 | 4 | 2.0/122 | 2V | 8.5 | 88@5,000 | 108@3,500 | 12.8 | 7.7 | 3.1 | 3.19 | M5 | F | 13 | 32.2 |
| Cordia L | 96.3 | 173.0 | 65.4 | 49.4 | 2,337 | 36.8 | 41.3 | 55.5 | 54.1 | 4 | 2.0/122 | 2V | 8.5 | 88@5,000 | 108@3,500 | 12.8 | 7.7 | 3.1 | 3.19 | M5 | F | 13 | 32.2 |
| Galant | 102.4 | 183.1 | 66.7 | 51.6 | 2,811 | 38.3 | 40.3 | 56.9 | 55.3 | 4 | 2.4/143.4 | F.I. | 8.5 | 110@4,500 | 138@3,500 | 15.9 | 7.4 | 3.1 | 3.41 | M5 | F | 15 | 34.8 |

# PRODUCTS/SPECIFICATIONS

| MAKE AND MODEL | DIMENSIONS | | | | | | | | | ENGINE | | | | | | CAPACITY | | | MISCELLANEOUS | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Wheelbase (in.) | Overall Length (in.) | Overall Width (in.) | Overall Height (in.) | Curb Weight (lbs.) | Front-seat Headroom (in.) | Front-seat Legroom (in.) | Front Track (in.) | Rear Track (in.) | Number of Cylinders | Displacement (liters/cu. in.) | Carburetion | Compression Ratio | Net BHP at RPM | Net Torque (ft. lbs.) at RPM | Fuel Tank (U.S. gals.) | Cooling System with heater (qts.) | Crankcase with filter (qts.) | Axle Ratio (standard) | Standard Transmission | Drive System | Wheel Diameter (in.) | Curb to Curb Turning Circle (dia. in. ft.) |
| Starion LE | 95.9 | 173.2 | 66.8 | 50.2 | 2,968 | 36.6 | 40.8 | 55.5 | 55.1 | 4 | 2.6/156 | F.I. | 7.0 | 145@5,000 | 185@2,500 | 19.8 | 9.5 | 3.3 | 3.55 | M5 | R | 14 | 31.5 |
| OPTIONAL ENGINES: Mirage turbo | | | | | | | | | | L-4 | 1.6/97.4 | F.I. | 7.6 | 105@5,500 | 122@3,500 | | | | | | | | |
| Tredia, Cordia turbos | | | | | | | | | | L-4 | 1.8/109 | F.I. | 7.5 | 116@5,500 | 129@3,000 | | | | | | | | |
| Starion turbo | | | | | | | | | | L-4 | 2.6/156 | F.I. | 7.0 | 176@5,000 | 223@2,500 | | | | | | | | |
| **NISSAN** Sentra | 95.7 | 168.7 | 64.6 | 54.3 | 2,200 | 38.3 | 43.1 | 56.3 | 56.3 | L-4 | 1.6/97.5 | 2V | 9.4 | 70@5,000 | 92@2,800 | 13.2 | 10.5 | 5.5 | 3.89 | M5 | F | 13 | 30.2 |
| Sentra Hatchback | 95.7 | 162.4 | 66.4 | 55.3 | 2,238 | 37.3 | 43.1 | 56.3 | 56.3 | 4 | 1.6/97.5 | 2V | 9.4 | 70@5,000 | 92@2,800 | 13.2 | 6.3 | 4.2 | 3.89 | M5 | F | 13 | 30.2 |
| Sentra Wagon | 95.7 | 172.2 | 64.6 | 54.3 | 2,304 | 37.3 | 43.1 | 56.3 | 56.3 | 4 | 1.6/97.5 | 2V | 9.4 | 70@5,000 | 92@2,800 | 13.2 | 6.3 | 4.2 | 3.89 | M5 | F | 13 | 30.2 |
| Pulsar NX | 95.7 | 166.5 | 66.1 | 51.0 | 2,365 | 38.0 | 42.0 | 56.9 | 56.9 | 4 | 1.6/97.5 | F.I. | 9.4 | 70@5,000 | 94@2,800 | 13.2 | 6.3 | 4.1 | 4.47 | M5 | F | 13 | 31.6 |
| Stanza Sedan | 100.4 | 177.8 | 66.5 | 54.9 | 2,770 | 38.1 | 43.0 | 55.7 | 55.7 | 4 | 2.0/120.4 | F.I. | 8.5 | 97@5,200 | 114@2,800 | 16.1 | 7.8 | 4.1 | 4.17 | M5 | F | 14 | 32.8 |
| Stanza Wagon | 99.0 | 170.3 | 65.2 | 54.7 | 2,809 | 38.8 | 39.4 | 56.3 | 55.5 | 4 | 2.0/120.4 | 2V | 8.5 | 97@5,200 | 114@3,200 | 14.3 | 4.1 | 3.55 | 3.56 | M5 | F | 13 | 32.1 |
| Maxima Sedan | 100.4 | 181.5 | 66.5 | 55.1 | 3,040 | 37.0 | 42.0 | 57.5 | 57.1 | 6 | 3.0/151 | F.I. | 9.0 | 152@5,200 | 167@3,600 | 15.9 | 11.6 | 5.3 | 3.43 | M5 | F | 15 | 35.4 |
| Maxima Wagon | 100.4 | 184.8 | 66.5 | 55.7 | 3,280 | 37.0 | 42.0 | 57.5 | 57.1 | 6 | 3.0/151 | F.I. | 9.0 | 152@5,200 | 167@3,600 | 15.9 | 11.6 | 5.3 | 3.43 | M5 | F | 15 | 35.4 |
| 200-SX Notchback | 95.5 | 174.4 | 65.0 | 50.4 | 2,645 | 38.1 | 44.4 | 54.7 | 56.1 | 4 | 2.0/120.4 | F.I. | 8.5 | 102@5,200 | 116@3,200 | 14.0 | 7.8 | 4.1 | 4.11 | M5 | R | 15 | 32.2 |
| 300-ZX | 91.3 | 170.7 | 67.9 | 49.7 | 3,139 | 36.6 | 43.6 | 57.7 | 56.5 | 6 | 3.0/180.6 | F.I. | 9.0 | 160@5,200 | 174@4,000 | 19.0 | 11.1 | 4.3 | 3.70 | M5 | R | 15 | 32.2 |
| 300-ZX 2+2 | 99.2 | 178.5 | 67.9 | 49.8 | 3,265 | 37.2 | 43.6 | 57.7 | 56.5 | 6 | 3.0/180.6 | F.I. | 9.0 | 160@5,200 | 174@4,000 | 19.0 | 11.1 | 4.3 | 3.70 | M5 | R | 15 | 34.8 |
| OPTIONAL ENGINES: Pulsar | | | | | | | | | | L-4 | 1.6/97.5 | F.I. | 10.0 | 113@6,400 | 99@4,800 | | | | | | | | |
| 200-SX | | | | | | | | | | V-6 | 3.0/180.6 | F.I. | 9.0 | 160@5,200 | 174@4,000 | | | | | | | | |
| 300-ZX turbo | | | | | | | | | | V-6 | 3.0/180.6 | F.I. | 7.8 | 200@5,200 | 227@3,600 | | | | | | | | |
| **PEUGEOT** 505 Sedan | 108.0 | 186.7 | 68.3 | 56.7 | 2,870 | 33.9 | 41.0 | 58.3 | 56.9 | 4 | 2.2/134 | F.I. | 8.8 | 120@5,000 | 131@3,500 | 18.0 | 8.9 | 4.75 | 4.11 | M5 | R | 14 | 35.1 |
| 505 Sedan turbo | 108.0 | 186.7 | 68.3 | 55.6 | 3,075 | 33.9 | 41.0 | 59.1 | 57.3 | 4 | 2.2/134 | F.I. | 7.5 | 150@5,000 | 180@2,750 | 18.0 | 10.0 | 5.3 | 3.46 | M5 | R | 15 | 35.1 |
| 505 STX | 108.0 | 186.7 | 68.3 | 55.6 | 3,120 | 33.9 | 41.0 | 59.1 | 57.3 | V-6 | 2.8/170 | F.I. | 9.5 | 145@5,000 | 173@3,750 | 18.0 | 10.0 | [illegible] | 3.70 | M5 | R | 15 | 35.1 |
| 505 turbo Wagon | 114.2 | 198.9 | 68.4 | 60.9 | 3,175 | 34.8 | 32.4 | 58.9 | 57.2 | 4 | 2.2/134 | F.I. | 7.5 | 150@5,000 | 180@2,750 | 18.0 | 10.0 | 5.3 | 3.46 | A3 | R | 14 | 37.4 |
| OPTIONAL ENGINES: 505 Turbodiesel | | | | | | | | | | L-4 | 2.5/152 | F.I. | 21.0 | 95@4,150 | 133.4@2,000 | | | | | | | | |
| **PONTIAC** LeMans (1988 model) | 99.2 | 163.7 | 65.5 | 54.7 | 2,088 | 38.7 | 42.1 | N.A. | N.A. | L-4 | 1.6/97 | F.I. | 9.0 | 74@5,200 | 88@3,400 | 13 | N.A. | N.A. | 3.43 | M5 | F | 13 | 32.0 |
| **PORSCHE** 924S | 94.5 | 168.9 | 66.3 | 50.2 | 2,734 | N.A. | N.A. | 55.8 | 54.8 | 4 | 2.5/151.0 | F.I. | 9.7 | 147@5,800 | 140@3,000 | 17.4 | 9.0 | 6.3 | 2.43 | M5 | R | 15 | 33.8 |
| 944 | 94.5 | 168.9 | 66.3 | 50.2 | 2,778 | N.A. | N.A. | 58.2 | 57.1 | 4 | 2.5/151.0 | F.I. | 9.7 | 147@5,800 | 140@3,000 | 21.1 | 8.0 | 6.3 | 3.89 | M5 | R | 15 | 33.8 |
| 944S | 94.5 | 168.9 | 68.3 | 50.2 | 2,734 | N.A. | N.A. | 58.2 | 57.1 | 4 | 2.5/151.0 | F.I. | 9.7 | 147@5,800 | 140@3,000 | 21.1 | 9.0 | 6.3 | 3.89 | M5 | R | 15 | 33.8 |
| 911 Carrera Coupe | 89.5 | 168.9 | 65.0 | 52.0 | 2,756 | N.A. | N.A. | 53.9 | 54.3 | 6 | 3.2/193.2 | F.I. | 9.5 | 214@5,900 | 195@4,800 | 22.5 | — | 13.0 | 3.44 | M5 | R | 15 | 35.9 |
| 911 Turbo | 89.5 | 168.9 | 69.9 | 51.6 | 2,976 | N.A. | N.A. | 56.4 | 59.1 | 6 | 3.3/201.3 | F.I. | 7.0 | 282@4,000 | 278@4,000 | 22.5 | — | 13.7 | 4.22 | M5 | R | 16 | 35.9 |
| 928S4 | 98.4 | 178.1 | 72.3 | 50.5 | 3,505 | N.A. | N.A. | 61.1 | 61.0 | V-8 | 5.0/302.5 | F.I. | 10.0 | 316@6,000 | 317@3,000 | 22.7 | 16.0 | 7.0 | 2.20 | M5 | R | 16 | 37.7 |
| OPTIONAL ENGINES: 944 Turbo | | | | | | | | | | 4 | 2.5/151.0 | F.I. | 8.0 | 217@5,800 | 243@3,500 | | | | | | | | |
| **RENAULT/AMC** Medallion (1988 model) | 102.3 | 183.2 | 67.5 | 55.7 | 2,588 | 37.8 | 42.2 | 57.2 | 55.3 | L-4 | 2.2/134 | F.I. | 9.2 | 103@5,000 | 124@2,500 | 17.4 | 7.0 | 5.3 | 3.10 | M5 | F | 14 | N.A. |
| **ROLLS-ROYCE** Silver Spirit | 120.5 | 207.8 | 74.3 | 58.5 | 4,980 | 36.0 | 41.0 | 60.5 | 60.5 | V-8 | 6.8/412 | F.I. | 8.0 | N.A. | N.A. | 28.5 | 16.9 | 10.0 | 3.07 | A3 | R | 15 | 37.4 |
| Silver Spur | 124.0 | 211.8 | 74.0 | 58.5 | 5,040 | 36.0 | 41.0 | 60.5 | 60.5 | V-8 | 6.8/412 | F.I. | 8.0 | N.A. | N.A. | 28.5 | 16.9 | 10.0 | 3.07 | A3 | R | 15 | 38.3 |
| Mulsanne | 120.5 | 209.2 | 74.3 | 58.5 | 4,980 | 36.0 | 41.0 | 60.5 | 60.5 | V-8 | 6.8/412 | F.I. | 8.0 | N.A. | N.A. | 28.5 | 16.9 | 10.0 | 3.07 | A3 | R | 15 | 37.4 |
| Corniche Convertible | 119.5 | 207.5 | 72.7 | 59.8 | 5,305 | 36.0 | 37.0 | 57.5 | 57.5 | V-8 | 6.8/412 | F.I. | 8.0 | N.A. | N.A. | 26.0 | 17.3 | 8.8 | 3.07 | A3 | R | 15 | 37.0 |
| **SAAB** 900 Sedan | 99.1 | 184.5 | 66.5 | 56.1 | 2,744 | 36.8 | 41.7 | 56.3 | 56.7 | 4 | 2.0/121.1 | F.I. | 9.2 | 110@5,250 | 119@3,500 | 16.6 | 10.5 | 4.0 | 3.67 | M5 | F | 15 | 33.8 |
| Saab 9000 | 105.2 | 181.9 | 69.4 | 56.1 | 2,967 | 38.6 | 41.5 | 59.9 | 58.7 | 4 | 2.0/121.1 | F.I. | 10.1 | 125@5,500 | 123@3,000 | 18.0 | 9.5 | 4.7 | 4.45 | M5 | F | 15 | 35.8 |
| OPTIONAL ENGINES: 900S, 16-valve | | | | | | | | | | 4 | 2.0/121.1 | F.I. | 10.1 | 125@5,500 | 123@3,000 | | | | | | | | |
| 900, 9000 Turbos | | | | | | | | | | 4 | 2.0/121.1 | F.I. | 9.0 | 160@5,500 | 188@3,000 | | | | | | | | |
| 900 Turbo | | | | | | | | | | 4 | 2.0/121.1 | F.I. | 9.0 | 165@5,500 | 195@3,000 | | | | | | | | |
| **SUBARU** Justy | 90.0 | 139.2 | 60.4 | 54.7 | 1,655 | 37.0 | 41.5 | 52.4 | 50.8 | 3 | 1.2/73.0 | 2V | 9.1 | 66@5,200 | 70@3,600 | 9.2 | 4.5 | 3.0 | 4.44 | M5 | F | 12 | 29.6 |
| Hatchback Std | 93.7 | 156.9 | 63.4 | 53.7 | 2,050 | 38.2 | 39.3 | 52.8 | 53.0 | HO4 | 1.6/97.0 | 2V | 9.0 | 69@4,800 | 86@2,800 | 13.2 | 5.6 | 3.7 | 3.89 | M4 | F | 13 | 30.8 |
| Brat GL | 96.3 | 174.2 | 64.4 | 56.9 | 2,205 | 38.2 | 39.3 | 53.0 | 53.7 | HO4 | 1.8/109.0 | 2V | 8.7 | 73@4,400 | 94@2,400 | 14.5 | 5.8 | 4.2 | 3.89 | M4 | 4 | 13 | 31.4 |
| Sedan GL | 97.2 | 174.6 | 65.4 | 52.5 | 2,105 | 37.6 | 41.7 | 56.1 | 56.1 | HO4 | 1.8/109.0 | F.I. | 9.5 | 90@5,200 | 101@2,800 | 15.9 | 5.8 | 4.2 | 3.90 | M5 | F | 13 | 34.8 |
| Sedan 4wd turbo | 97.0 | 174.6 | 65.4 | 54.3 | 2,410 | 37.6 | 41.7 | 55.5 | 56.1 | HO4 | 1.8/109.0 | 2V | 9.0 | 84@5,200 | 101@3,200 | 15.9 | 5.8 | 4.2 | 3.70 | M5 | 4 | 13 | 34.8 |
| DL 3-dr | 97.2 | 174.6 | 65.4 | 51.8 | 2,240 | 37.6 | 42.2 | 56.1 | 56.1 | HO4 | 1.8/109.0 | F.I. | 9.5 | 90@5,200 | 101@2,800 | 15.9 | 5.8 | 4.2 | 3.90 | M5 | F | 13 | 34.8 |
| Hatchback 4wd GL | 97.0 | 174.6 | 65.4 | 53.4 | 2,460 | 37.6 | 42.2 | 55.5 | 56.1 | HO4 | 1.8/109.0 | 2V | 9.0 | 84@5,200 | 101@3,200 | 15.9 | 5.8 | 4.2 | 3.70 | M5 | 4 | 13 | 34.8 |
| Wagon GL-10 | 97.2 | 177.8 | 65.4 | 53.0 | 2,435 | 37.6 | 41.7 | 55.9 | 56.1 | HO4 | 1.8/109.0 | F.I. | 9.5 | 90@5,200 | 101@2,800 | 15.9 | 5.8 | 4.2 | 3.90 | M5 | F | 13 | 34.8 |
| Wagon 4wd DL | 97.0 | 176.8 | 65.4 | 54.9 | 2,560 | 37.6 | 41.7 | 55.5 | 56.1 | HO4 | 1.8/109.0 | 2V | 9.0 | 84@5,200 | 101@3,200 | 15.9 | 5.8 | 4.2 | 3.70 | M5 | 4 | 13 | 34.8 |
| XT DL | 97.1 | 175.2 | 66.5 | 49.4 | 2,280 | 37.4 | 43.3 | 56.5 | 56.1 | HO4 | 1.8/109.0 | F.I. | 9.0 | 94@5,200 | 101@2,800 | 15.9 | 6.1 | 4.2 | 3.90 | M5 | F | 13 | 35.1 |
| XT GL-10 turbo | 97.1 | 175.2 | 66.5 | 52.6 | 2,630 | 37.4 | 43.3 | 55.9 | 56.1 | HO4 | 1.8/109.0 | F.I. | 7.7 | 110@4,800 | 134@2,800 | 15.9 | 6.1 | 4.2 | 3.70 | M5 | 4 | 13 | 35.1 |
| OPTIONAL ENGINES: Hatchback | | | | | | | | | | | 1.8/109.0 | 2V | 8.7 | 73@4,400 | 94@2,400 | | | | | | | | |
| Sedan, Coupe, Wagon turbos | | | | | | | | | | | 1.8/109.0 | F.I. | 7.7 | 115@5,200 | 134@2,800 | | | | | | | | |
| XT Turbo | | | | | | | | | | | 1.8/109.0 | F.I. | 7.7 | 110@4,800 | 134@2,800 | | | | | | | | |
| **TOYOTA** Tercel 3-dr. Liftback | 93.7 | 157.3 | 64.0 | 52.6 | 1,905 | 38.5 | 41.5 | 54.3 | 54.1 | 4 | 1.5/91.5 | 2V | 9.3 | 76@6,000 | 85@3,800 | 13.2 | 5.6 | 3.9 | 3.25 | M4 | F | 13 | 31.8 |
| Tercel 5-dr. Liftback | 93.7 | 157.3 | 64.0 | 52.8 | 2,060 | 38.5 | 41.5 | 54.3 | 54.1 | 4 | 1.5/91.5 | 2V | 9.3 | 76@6,000 | 85@3,800 | 13.2 | 5.6 | 3.9 | 3.25 | M4 | F | 13 | 31.8 |
| Tercel Wagon | 95.7 | 169.7 | 63.6 | 56.1 | 2,145 | 40.2 | 42.4 | 54.5 | 53.9 | 4 | 1.5/91.5 | 2V | 9.0 | 76@6,000 | 85@3,800 | 13.2 | 5.6 | 3.9 | 3.58 | M5 | F | 13 | 31.8 |
| Tercel Wagon 4wd | 95.7 | 169.7 | 63.6 | 57.1 | 2,270 | 40.2 | 42.4 | 54.3 | 53.1 | 4 | 1.5/91.5 | 2V | 9.0 | 76@6,000 | 85@3,800 | 13.2 | 5.6 | 3.9 | 4.10 | M6 | 4 | 13 | 31.8 |
| Corolla 4-dr | 95.7 | 166.3 | 64.4 | 53.0 | 2,145 | 38.3 | 42.4 | 56.1 | 55.3 | 4 | 1.6/97.6 | 2V | 9.0 | 74@5,200 | 86@2,800 | 13.2 | 6.3 | 3.2 | 3.72 | M5 | F | 13 | 30.8 |
| Corolla 5-dr. Liftback | 95.7 | 166.3 | 64.4 | 52.8 | 2,163 | 37.8 | 42.4 | 56.1 | 55.3 | 4 | 1.6/97.6 | 2V | 9.0 | 74@5,200 | 85@2,800 | 13.2 | 6.3 | 3.2 | 3.72 | M5 | F | 13 | 30.8 |
| Corolla GT-S Sport Liftback | 94.5 | 168.7 | 64.8 | 52.6 | 2,346 | 37.6 | 43.5 | 53.3 | 53.0 | 4 | 1.6/97.6 | F.I. | 9.4 | 112@6,600 | 97@4,800 | 13.2 | 5.9 | 3.5 | 4.30 | M5 | R | 14 | 31.2 |
| Corolla SR5 Sport Coupe | 94.5 | 168.7 | 64.0 | 52.6 | 2,224 | 37.6 | 43.5 | 53.3 | 53.0 | 4 | 1.6/97.6 | 2V | 9.0 | 74@5,200 | 86@2,800 | 13.2 | 6.3 | 3.2 | 4.30 | M5 | F | 13 | 31.2 |
| Corolla FX-16 | 95.7 | 160.0 | 65.2 | 52.8 | 2,141 | 38.3 | 42.4 | 56.5 | 55.7 | 4 | 1.6/97.6 | F.I. | 9.4 | 108@6,600 | 96@4,800 | 13.2 | 6.3 | 3.2 | 4.31 | M5 | F | 13 | 30.8 |
| Camry 4-dr. Sedan | 102.4 | 182.1 | 67.3 | 54.1 | 2,734 | 37.9 | 42.9 | 58.1 | 56.9 | 4 | 2.0/122.0 | F.I. | 9.3 | 115@5,200 | 125@4,400 | 15.9 | N.A. | N.A. | 3.74 | M5 | F | 14 | 34.8 |
| Camry Wagon | 102.4 | 183.1 | 67.3 | 54.5 | 2,855 | 37.9 | 42.9 | 58.1 | 56.9 | 4 | 2.0/122.0 | F.I. | 9.3 | 115@5,200 | 125@4,400 | 15.9 | N.A. | N.A. | 3.74 | M5 | F | 14 | 34.8 |
| MR2 | 91.3 | 155.5 | 65.6 | 48.6 | 2,350 | 37.4 | 43.0 | 56.7 | 56.7 | 4 | 1.6/96.8 | F.I. | 9.4 | 112@6,600 | 97@4,800 | 10.8 | 11.5 | 3.3 | 4.31 | M5 | R | 14 | 31.5 |
| Celica ST Coupe | 99.4 | 173.6 | 67.3 | 49.8 | 2,455 | 37.8 | 44.4 | 57.5 | 56.1 | 4 | 2.0/122.0 | F.I. | 9.2 | 115@5,200 | 124@4,400 | 15.9 | 7.4 | 4.5 | 3.74 | M5 | R | 13 | 35.4 |
| Celica GT Liftback | 99.4 | 171.9 | 67.3 | 49.8 | 2,555 | 37.8 | 44.4 | 57.9 | 56.5 | 4 | 2.0/122.0 | F.I. | 9.2 | 115@5,200 | 124@4,400 | 15.9 | 7.4 | 4.5 | 3.74 | M5 | R | 13 | 35.4 |
| Celica GT-S Liftback | 99.4 | 171.9 | 67.3 | 49.8 | 2,685 | 37.8 | 44.4 | 57.9 | 56.5 | 4 | 2.0/122.0 | F.I. | 9.2 | 135@6,000 | 125@4,800 | 15.9 | 7.4 | 4.5 | 4.18 | M5 | R | 14 | 35.4 |
| Cressida Sedan | 104.5 | 187.8 | 66.5 | 54.1 | 3,296 | 38.8 | 42.0 | 56.7 | 57.3 | 6 | 2.8/170.8 | F.I. | 9.2 | 156@5,200 | 165@4,500 | 18.5 | 9.2 | 6.0 | 3.72 | M5 | R | 15 | 34.8 |
| Cressida Wagon | 104.5 | 189.6 | 66.5 | 55.7 | 3,240 | 38.8 | 42.0 | 56.1 | 54.5 | 6 | 2.8/170.8 | F.I. | 9.2 | 156@5,200 | 165@4,500 | 18.5 | 9.2 | 6.0 | 3.72 | M5 | R | 14 | 34.8 |
| Supra | 102.2 | 181.9 | 68.7 | 51.6 | 3,450 | 37.5 | 43.6 | 58.5 | 58.5 | 6 | 3.0/183.1 | F.I. | 9.2 | 200@6,000 | 185@4,800 | 18.5 | 8.5 | 5.0 | 4.30 | M5 | R | 16 | 35.4 |
| OPTIONAL ENGINES: Supra turbo | | | | | | | | | | 6 | 3.0/183.1 | F.I. | 8.4 | 230@5,600 | 246@4,000 | | | | | | | | |
| **VOLKSWAGEN** Fox | 92.8 | 163.4 | 63.0 | 53.7 | 2,150 | N.A. | N.A. | 53.1 | 53.9 | 4 | 1.8/109.0 | F.I. | 9.0 | 81@5,500 | 93@3,250 | 12.4 | 6.4 | 3.7 | 3.89 | M4 | F | 13 | 31.5 |
| Cabriolet | 94.5 | 151.3 | 64.2 | 55.6 | 2,254 | N.A. | N.A. | 54.7 | 53.5 | 4 | 1.8/109.0 | F.I. | 8.5 | 90@5,500 | 100@3,000 | 13.8 | 5.1 | 4.3 | 3.67 | M5 | F | 13 | 31.2 |
| Jetta | 97.3 | 171.7 | 65.5 | 55.7 | 2,275 | N.A. | N.A. | 56.3 | 56.0 | 4 | 1.8/109.0 | F.I. | 9.0 | 85@5,250 | 96@3,000 | 14.5 | 7.3 | 4.3 | 3.67 | M5 | F | 13 | 34.4 |
| Jetta GLI | 97.3 | 171.7 | 66.1 | 55.7 | 2,386 | N.A. | N.A. | 56.3 | 56.0 | 4 | 1.8/109.0 | F.I. | 10.0 | 102@5,250 | 110@3,250 | 14.5 | 7.3 | 4.3 | 3.67 | M5 | F | 14 | 34.4 |
| Quantum | 100.4 | 179.5 | 67.2 | 54.8 | 2,646 | N.A. | N.A. | 55.7 | 56.0 | 5 | 2.2/136 | F.I. | 8.5 | 110@5,500 | 122@2,400 | 15.8 | 8.5 | 4.0 | 4.90 | M5 | F | 13 | 31.5 |
| Quantum Syncro Wagon | 100.4 | 180.7 | 66.7 | 58.0 | 2,976 | N.A. | N.A. | 55.6 | 56.5 | 5 | 2.2/136 | F.I. | 8.5 | 115@5,500 | 126@3,000 | 18.5 | 8.5 | 4.0 | 4.11 | M5 | F | 14 | 31.5 |
| Scirocco | 94.5 | 165.7 | 64.0 | 51.4 | 2,196 | N.A. | N.A. | 54.7 | 53.5 | 4 | 1.8/109.0 | F.I. | 8.5 | 90@5,500 | 100@3,000 | 13.8 | 5.1 | 4.3 | 3.67 | M5 | F | 13 | 31.2 |
| OPTIONAL ENGINES: Scirocco 16-valve | | | | | | | | | | 4 | 1.8/109.0 | F.I. | 10.0 | 123@5,800 | 120@4,250 | | | | | | | | |
| **VOLVO** 240 DL Sedan | 104.3 | 189.9 | 67.7 | 56.6 | 2,950 | 37.9 | 40.1 | 56.3 | 53.5 | 4 | 2.3/141 | F.I. | 9.8 | 114@5,400 | 136@2,750 | 15.8 | 10.5 | 4.7 | 3.31 | M5 | R | 14 | 32.2 |
| 240 DL Wagon | 104.3 | 189.9 | 67.7 | 57.1 | 3,034 | 37.9 | 40.1 | 56.3 | 53.5 | 4 | 2.3/141 | F.I. | 9.8 | 114@5,400 | 136@2,750 | 15.8 | 10.0 | 4.7 | 3.31 | M5 | R | 14 | 32.2 |
| 740 GLE | 109.1 | 188.4 | 69.3 | 55.5 | 2,942 | 38.6 | 41.0 | 57.9 | 57.5 | 4 | 2.3/141 | F.I. | 9.8 | 114@5,400 | 136@2,750 | 15.8 | 10.5 | 4.7 | 3.31 | M5 | R | 14 | 32.2 |
| 740 GT (turbo) Wagon | 109.1 | 188.4 | 69.3 | 56.5 | 3,131 | 38.6 | 41.0 | 57.9 | 57.5 | 4 | 2.3/141 | F.I. | 8.7 | 160@5,300 | 187@2,900 | 15.8 | 10.5 | 4.7 | 3.73 | A4 | R | 15 | 32.2 |
| 760 GLE Sedan | 109.1 | 188.4 | 69.3 | 55.5 | 2,979 | 38.2 | 40.5 | 57.5 | 57.5 | V-6 | 2.8/173 | F.I. | 9.5 | 145@5,100 | 173@3,750 | 15.8 | 10.5 | 6.8 | 3.54 | A4 | R | 15 | 32.2 |
| 760 GLE (turbo) Wagon | 109.1 | 188.4 | 69.3 | 55.5 | 3,038 | 38.2 | 40.5 | 57.5 | 57.5 | 4 | 2.3/141 | F.I. | 8.3 | 160@5,300 | 187@2,900 | 15.8 | 10.5 | 4.7 | 3.73 | A4 | R | 15 | 32.2 |
| 780 Coupe | 109.1 | 188.8 | 69.3 | 55.1 | 3,329 | 37.2 | 41.0 | 57.9 | 57.5 | V-6 | 2.8/173 | F.I. | 9.5 | 145@5,100 | 173@3,750 | 15.8 | 10.5 | 6.8 | 3.54 | A4 | R | 15 | 32.2 |
| **YUGO** GV 3-dr. hatchback | 84.7 | 139.0 | 60.7 | 54.7 | 1,832 | 35.8 | N.A. | 51.5 | 51.7 | 4 | 1.1/67.1 | 2V | 9.2 | 54@5,000 | 52@4,600 | 8.5 | 6.9 | 4.7 | 3.76 | M4 | F | 13 | 31.1 |
| GVX 3-dr. hatchback | 84.7 | 139.0 | 60.7 | 54.7 | 1,880 | 35.8 | N.A. | 51.5 | 51.7 | 4 | 1.3/79.3 | 2V | 9.1 | 64@5,800 | 68@4,000 | 8.5 | 6.9 | 4.7 | 3.76 | M5 | F | 13 | 31.1 |

**NOTE:** This table has been compiled from information supplied by factories, distributors and other direct sources. Every reasonable precaution has been taken to insure accuracy, but Automotive News cannot assume any liability by reason of inaccuracies or omissions. Specifications are subject to change without notice.

List of Abbreviations:
N.A.—Information not available.
F.I.—Fuel injection.
H.O.—Horizontally Opposed.

# EPA mileage ratings for 1987 models

| Est. MPG City | Hwy. | Car Line | CID & Fuel System | Trans. |
|---|---|---|---|---|
| | | **TWO SEATERS** | | |
| 52 | 57 | Honda Civic Coupe HF | 91-3bc | M5 |
| 45 | 50 | Honda Civic Coupe HF | 91-□3bc | M5 |
| 31 | 36 | Honda Civic Coupe | 91-3bc | M5 |
| 30 | 33 | Honda Civic Coupe | 91-FI | M5 |
| 29 | 34 | Honda Civic Coupe | 91-3bc | L4 |
| 26 | 32 | Toyota MR2 | 97-FI | M5 |
| 25 | 34 | Ford EXP | 113-FI | M5 |
| 25 | 35 | Pontiac Fiero | 151-FI | M5 |
| 25 | 32 | Toyota MR2 | 97-FI | L4 |
| 25 | 32 | Subaru XT-DL | 109-☆FI | M5 |
| 24 | 32 | Pontiac Fiero | 151-FI | L3 |
| 23 | 28 | Bertone X1/9 | 91-FI | M5 |
| 18 | 24 | Pontiac Fiero | 173-FI | L3 |
| 18 | 28 | Pontiac Fiero | 173-FI | M5 |
| 18 | 26 | Nissan 300ZX | 181-FI | L4 |
| 18 | 26 | Nissan 300ZX | 181-FI | M5 |
| 18 | 24 | Nissan 300ZX Turbo | 181-FI | M5 |
| 17 | 23 | Mazda RX-7 | 80-FI | L4 |
| 17 | 23 | Mazda RX-7 Turbo | 80-FI | M5 |
| 17 | 24 | Mazda RX-7 | 80-FI | M5 |
| 17 | 24 | Nissan 300ZX Turbo | 181-FI | L4 |
| 16 | 25 | Chevrolet Corvette | 350-FI | L4 |
| 16 | 25 | Chevrolet Corvette Convertible | 350-FI | L4 |
| 13 | 15 | Maserati Biturbo Spyder | 152-2bc | A3 |
| 13 | 17 | Jaguar XJ-SC | 326-FI | A3 |
| 13 | 18 | Ferrari 328 GTS-GTB | 194-FI | M5 |
| 10 | 15 | Ferrari Testarossa | 302-FI | M5 |
| | | **MINICOMPACTS** | | |
| 54 | 58 | Chevrolet Sprint ER | 61-2bc | M5 |
| 37 | 43 | Suzuki Forsa Turbo | 61-FI | M5 |
| 37 | 43 | Pontiac Turbo Firefly | 61-FI | M5 |
| 37 | 43 | Chevrolet Turbo Sprint | 61-FI | M5 |
| 27 | 34 | Toyota Celica Convertible | 122-FI | M5 |
| 26 | 34 | Toyota Celica Convertible | 122-FI | L4 |
| 24 | 29 | Volkswagen Cabriolet | 109-FI | M5 |
| 23 | 25 | Volkswagen Cabriolet | 109-FI | A3 |
| 21 | 27 | Porsche 944 | 151-FI | M5 |
| 19 | 23 | Porsche 944 | 151-FI | A3 |
| 18 | 24 | Alfa Romeo GTV | 152-FI | M5 |
| 13 | 15 | Maserati Biturbo | 152-2bc | A3 |
| 13 | 18 | Ferrari 3.2 Mondial-Cabriolet | 194-FI | M5 |
| | | **SUBCOMPACTS** | | |
| 44 | 49 | Pontiac Firefly | 61-2bc | M5 |
| 44 | 49 | Suzuki Forsa | 61-2bc | M5 |
| 44 | 49 | Chevrolet Sprint | 61-2bc | M5 |
| 38 | 40 | Pontiac Firefly | 61-2bc | A3 |
| 38 | 40 | Suzuki Forsa | 61-2bc | A3 |
| 38 | 40 | Chevrolet Sprint | 61-2bc | A3 |
| 38 | 41 | Subaru Justy | 73-2bc | M5 |
| 37 | 43 | Honda Civic | 82-□3bc | M4 |
| 37 | 41 | Isuzu I-Mark | 90-2bc | M5 |
| 37 | 41 | Chevrolet Spectrum | 90-2bc | M5 |
| 37 | 41 | Pontiac Sunburst | 90-2bc | M5 |
| 36 | 41 | Toyota Tercel | 89-1bc | M4 |
| 34 | 38 | Dodge Colt | 90-2bc | M4 |
| 34 | 38 | Plymouth Colt | 90-2bc | M4 |
| 34 | 38 | Mitsubishi Mirage | 90-2bc | M4 |
| 33 | 39 | Isuzu I-Mark | 90-2bc | M5 |
| 32 | 37 | Dodge Colt | 90-2bc | M5 |
| 32 | 37 | Plymouth Colt | 90-2bc | M5 |
| 32 | 37 | Mitsubishi Mirage | 90-2bc | M5 |
| 32 | 40 | Nissan Sentra Honeybee | 98-2bc | M5 |
| 31 | 33 | Isuzu I-Mark | 90-2bc | A3 |
| 31 | 33 | Chevrolet Spectrum | 90-2bc | A3 |
| 31 | 36 | Subaru Hatchback | 97-2bc | M4 |
| 31 | 33 | Pontiac Sunburst | 90-2bc | A3 |
| 31 | 38 | Toyota Tercel | 89-1bc | M5 |
| 30 | 35 | Honda Civic | 91-3bc | M5 |
| 30 | 33 | Honda Civic | 91-FI | M5 |
| 29 | 33 | Dodge Colt | 90-2bc | L3 |
| 29 | 33 | Plymouth Colt | 90-2bc | L3 |
| 29 | 33 | Mitsubishi Mirage | 90-2bc | L3 |
| 29 | 34 | Toyota Tercel | 89-1bc | L3 |
| 28 | 35 | Renault Alliance Convertible | 105-•FI | M5 |
| 28 | 34 | Chevrolet Chevette CS | 98-2bc | M4 |
| 28 | 33 | Toyota Corolla Sport | 97-2bc | M5 |
| 23 | 32 | Subaru Hatchback | 97-2bc | M5 |
| 28 | 34 | Pontiac 1000 | 98-2bc | M4 |
| 27 | 34 | Toyota Celica | 122-FI | M5 |
| 27 | 35 | Chevrolet Chevette CS | 98-2bc | M5 |
| 27 | 32 | Honda Civic | 91-3bc | L4 |
| 27 | 33 | Toyota Corolla Sport | 97-2bc | L4 |
| 27 | 30 | Nissan Sentra Honeybee | 98-2bc | L3 |
| 27 | 35 | Pontiac 1000 | 98-2bc | M5 |
| 26 | 34 | Toyota Celica | 122-FI | L4 |
| 26 | 32 | Toyota Corolla Sport | 97-FI | M5 |
| 26 | 30 | Volkswagen Fox | 109-FI | M4 |
| 26 | 30 | Acura Integra | 97-FI | M5 |
| 26 | 32 | Nissan Pulsar NX | 98-FI | M5 |
| 26 | 35 | Nissan Sentra Coupe | 98-FI | M5 |
| 26 | 36 | Pontiac Sunbird Convertible | 122-FI | M5 |
| 25 | 33 | Chevrolet Cavalier Convertible | 121-FI | M4 |
| 25 | 34 | Chevrolet Cavalier Convertible | 121-FI | M5 |
| 25 | 35 | Dodge Charger | 135-2bc | M5 |
| 25 | 30 | Chevrolet Chevette CS | 98-2bc | L3 |
| 25 | 31 | Dodge Colt turbo | 98-FI | M5 |
| 25 | 31 | Plymouth Colt turbo | 98-FI | M5 |
| 25 | 32 | Mitsubishi Cordia | 122-2bc | M5 |
| 25 | 29 | Toyota Corolla FX16 | 97-FI | M5 |
| 25 | 31 | Acura Integra | 97-FI | L4 |
| 25 | 31 | Mitsubishi Mirage turbo | 98-FI | M5 |
| 25 | 31 | Ford Mustang | 140-FI | M5 |
| 25 | 31 | Honda Prelude | 119-FI | M5 |
| 25 | 31 | Honda Prelude | 112-2bc | M5 |
| 25 | 31 | Nissan Sentra Coupe | 98-FI | L3 |
| 25 | 32 | Subaru XT | 109-☆FI | M5 |
| 25 | 35 | Plymouth Turismo | 135-2bc | M5 |
| 25 | 30 | Pontiac 1000 | 98-2bc | L3 |
| 25 | 30 | Audi 4000 | 109-FI | M5 |
| 24 | 31 | Chevrolet Cavalier Convertible | 121-FI | L3 |
| 24 | 26 | Dodge Colt turbo | 98-FI | L3 |
| 24 | 26 | Plymouth Colt turbo | 98-FI | L3 |
| 24 | 26 | Mitsubishi Cordia | 122-2bc | L3 |
| 24 | 30 | Toyota Corolla FX16 | 97-FI | L4 |
| 24 | 28 | Renault GTA Convertible | 120-•FI | M5 |
| 24 | 26 | Mitsubishi Mirage turbo | 98-FI | L3 |
| 24 | 30 | Honda Prelude | 119-FI | L4 |
| 24 | 28 | Nissan Pulsar NX | 98-FI | L3 |
| 24 | 29 | Volkswagen Scirocco | 109-FI | M5 |
| 24 | 27 | Subaru XT | 109-☆FI | L3 |
| 24 | 30 | Pontiac Sunbird Convertible | 122-FI | L3 |
| 24 | 26 | Mitsubishi Tredia | 122-2bc | L3 |
| 24 | 31 | Mitsubishi Tredia | 122-2bc | M5 |
| 23 | 28 | Renault Alliance Convertible | 105-•FI | A3 |
| 23 | 29 | Toyota Celica | 122-FI | L4 |
| 23 | 29 | Toyota Celica | 122-FI | M5 |
| 23 | 27 | Dodge Charger | 135-2bc | A3 |
| 23 | 30 | Honda Prelude | 112-2bc | L4 |
| 23 | 30 | Nissan Pulsar NX | 98-FI | M5 |
| 23 | 25 | Volkswagen Scirocco | 109-FI | A3 |
| 23 | 28 | Volkswagen Scirocco 16V | 109-FI | M5 |
| 23 | 25 | Subaru Hatchback | 109-2bc | L3 |
| 23 | 28 | Subaru XT turbo | 109-FI | M5 |
| 23 | 27 | Subaru XT 4wd turbo | 109-FI | M5 |
| 23 | 27 | Plymouth Turismo | 135-2bc | A3 |
| 23 | 27 | Audi 4000 | 109-FI | A3 |
| 22 | 29 | Mitsubishi Cordia turbo | 110-FI | M5 |
| 22 | 27 | Dodge Daytona | 152-FI | L3 |
| 22 | 32 | Dodge Daytona | 152-FI | M5 |
| 22 | 27 | Chrysler LeBaron Convertible | 152-FI | L3 |
| 22 | 32 | Chrysler LeBaron Convertible | 152-FI | M5 |
| 22 | 24 | Subaru XT turbo | 109-FI | L3 |
| 22 | 24 | Subaru XT 4wd turbo | 109-FI | A3 |
| 22 | 29 | Mitsubishi Tredia turbo | 110-FI | M5 |
| 22 | 28 | Nissan 200SX | 120-FI | M5 |
| 21 | 26 | Saab 900 Convertible turbo | 121-FI | M5 |
| 21 | 31 | Pontiac Sunbird Conv. turbo | 121-FI | M5 |
| 21 | 27 | Nissan 200SX | 120-FI | L4 |
| 21 | 28 | BMW 3-Series | 164-☆FI | M5 |
| 20 | 26 | Chevrolet Cavalier Convertible | 173-FI | L3 |
| 20 | 29 | Dodge Daytona turbo | 135-FI | M5 |
| 20 | 29 | Dodge Lancer Convertible turbo | 135-FI | M5 |
| 20 | 29 | Chrysler Laser-Daytona turbo | 135-FI | M5 |
| 20 | 29 | Chrysler LeBaron Convertible turbo | 135-FI | M5 |
| 20 | 27 | Pontiac Sunbird Conv. turbo | 121-FI | L3 |
| 20 | 27 | BMW 3-Series | 164-☆FI | L4 |
| 19 | 27 | Chevrolet Camaro | 173-FI | L4 |
| 19 | 27 | Chevrolet Cavalier Convertible | 173-FI | M5 |
| 19 | 28 | Dodge Charger turbo | 135-FI | M5 |
| 19 | 25 | Audi Coupe GT | 136-FI | M5 |
| 19 | 24 | Dodge Daytona turbo | 135-FI | A3 |
| 19 | 27 | Pontiac Firebird/Trans Am/ Formula | 173-FI | L4 |
| 19 | 24 | Dodge Lancer Convertible turbo | 135-FI | A3 |
| 19 | 24 | Chrysler Laser-Daytona turbo | 135-FI | A3 |
| 19 | 24 | Chrysler LeBaron Convertible turbo | 135-FI | A3 |
| 19 | 26 | Nissan 200SX | 181-FI | M5 |
| 18 | 24 | Chrysler Conquest turbo | 156-FI | L4 |
| 18 | 23 | Chrysler Conquest turbo | 156-FI | M5 |
| 18 | 23 | Audi Coupe GT | 136-FI | A3 |
| 18 | 24 | Alfa Romeo Milano | 152-FI | M5 |
| 18 | 27 | Ford Mustang | 302-FI | L4 |
| 18 | 21 | Saab 900 Convertible turbo | 121-FI | A3 |
| 18 | 24 | Mitsubishi Starion turbo | 156-FI | L4 |
| 18 | 23 | Mitsubishi Starion turbo | 156-FI | M5 |
| 18 | 23 | Toyota Supra turbo | 180-FI | L4 |
| 18 | 23 | Toyota Supra | 180-FI | L4 |
| 18 | 23 | Toyota Supra turbo | 180-FI | M5 |
| 18 | 26 | Nissan 200SX | 181-FI | L4 |
| 18 | 26 | Nissan 300ZX 2 + 2 | 181-FI | L4 |
| 18 | 26 | Nissan 300ZX 2 + 2 | 181-FI | M5 |
| 18 | 22 | Audi 4000CS Quattro | 136-FI | M5 |
| 17 | 25 | Chevrolet Camaro | 305-FI | L4 |
| 17 | 24 | Chevrolet Camaro | 305-4bc | L4 |
| 17 | 26 | Chevrolet Camaro | 173-FI | M5 |
| 17 | 25 | Pontiac Firebird/Trans Am/ Formula | 305-FI | L4 |
| 17 | 24 | Pontiac Firebird/Trans Am/ Formula | 305-4bc | L4 |
| 17 | 26 | Pontiac Firebird/Trans Am/ Formula | 173-FI | M5 |
| 17 | 23 | Toyota Supra | 180-FI | M5 |
| 16 | 25 | Chevrolet Camaro | 350-FI | L4 |
| 16 | 25 | Chevrolet Camaro | 305-4bc | M5 |
| 16 | 26 | Chevrolet Camaro | 305-FI | M5 |
| 16 | 25 | Pontiac Firebird/Trans Am/ Formula | 350-FI | L4 |
| 16 | 25 | Pontiac Firebird/Trans Am/ Formula | 305-4bc | M5 |
| 16 | 26 | Pontiac Firebird/Trans Am/ Formula | 30[illegible] | M5 |
| 16 | 21 | BMW 6-Series | 209-☆FI | L4 |
| 16 | 22 | BMW 6-Series | 209-☆FI | M5 |
| 15 | 19 | Jaguar XJ-6 | 258-FI | A3 |
| 13 | 15 | Maserati Biturbo 425 | 152-2bc | A3 |
| 13 | 17 | Jaguar XJ-S | 326-FI | A3 |
| 8 | 10 | Rolls-Royce Bentley Continental | 412-FI | A3 |
| 8 | 10 | Rolls-Royce Corniche II | 412-FI | A3 |
| | | **COMPACTS** | | |
| 37 | 45 | Ford Escort diesel | 122-FI | M5 |
| 37 | 45 | Lincoln-Mercury Lynx diesel | 122-FI | M5 |
| 36 | 41 | Volkswagen Golf diesel | 97-FI | M5 |
| 34 | 41 | Renault Alliance | 85-•FI | M4 |
| 33 | 40 | Renault Alliance | 85-•FI | M5 |
| 32 | 38 | Renault Alliance | 85-•FI | M4 |
| 30 | 37 | Toyota Corolla | 97-2bc | M5 |
| 29 | 37 | Renault Alliance | 105-•FI | M5 |
| 29 | 37 | Chevrolet Nova | 97-2bc | M5 |
| 28 | 32 | Toyota Corolla | 97-2bc | L3 |
| 28 | 35 | Toyota Corolla | 97-2bc | L4 |
| 28 | 34 | Mazda 323 | 98-FI | M5 |
| 28 | 32 | Chevrolet Nova | 97-2bc | L3 |
| 28 | 35 | Nissan Sentra | 98-2bc | M5 |
| 27 | 34 | Honda Accord | 119-2bc | M5 |
| 27 | 31 | Renault Alliance | 85-•FI | A3 |
| 27 | 34 | Toyota Camry | 122-FI | M5 |
| 26 | 36 | Oldsmobile Firenza | 122-FI | M5 |
| 26 | 34 | Volkswagen Golf | 109-FI | M5 |
| 26 | 30 | Renault GTA | 120-•FI | M5 |
| 26 | 31 | Volkswagen GTI | 109-FI | M5 |
| 26 | 34 | Volkswagen Jetta | 109-FI | M5 |
| 26 | 31 | Volkswagen Jetta GLI | 109-FI | M5 |
| 26 | 30 | Ford Laser | 98-FI | M4 |
| 26 | 30 | Mazda 323 | 98-FI | M4 |
| 26 | 32 | Mazda 626 | 122-FI | M5 |
| 26 | 30 | Nissan Sentra | 98-2bc | L3 |
| 26 | 36 | Buick Skyhawk | 122-FI | M5 |
| 26 | 36 | Pontiac Sunbird | 122-FI | M5 |
| 25 | 31 | Honda Accord | 119-FI | M5 |
| 25 | 34 | Chevrolet Beretta | 121-FI | M5 |
| 25 | 31 | Toyota Camry | 122-FI | L4 |
| 25 | 33 | Chevrolet Cavalier | 121-FI | M4 |
| 25 | 34 | Chevrolet Cavalier | 121-FI | M5 |
| 25 | 34 | Cadillac Cimarron | 121-FI | M5 |
| 25 | 34 | Chevrolet Corsica | 121-FI | M5 |
| 25 | 34 | Ford Escort | 113-FI | M5 |
| 25 | 31 | Oldsmobile Firenza | 122-FI | L3 |
| 25 | 33 | Oldsmobile Firenza | 121-FI | M4 |
| 25 | 34 | Plymouth Horizon | 135-2bc | M5 |
| 25 | 30 | Ford Laser | 98-FI | A3 |
| 25 | 34 | Lincoln-Mercury Lynx | 113-FI | M5 |
| 25 | 30 | Mazda 323 | 98-FI | A3 |
| 25 | 34 | Dodge Omni | 135-2bc | M5 |
| 25 | 33 | Dodge Shadow | 135-□FI | M5 |
| 25 | 32 | Dodge Shadow | 135-FI | M5 |
| 25 | 31 | Buick Skyhawk | 122-FI | L3 |
| 25 | 33 | Buick Skyhawk | 121-FI | M4 |
| 25 | 31 | Subaru Sedan 3-door | 109-•FI | M5 |
| 25 | 31 | Pontiac Sunbird | 122-FI | L3 |
| 25 | 33 | Pontiac Sunbird | 121-FI | M4 |
| 25 | 32 | Plymouth Sundance | 135-FI | M5 |
| 25 | 33 | Plymouth Sundance | 135-□FI | M5 |
| 25 | 34 | Ford Tempo | 140-FI | M5 |
| 25 | 34 | Lincoln-Mercury Topaz | 140-FI | M5 |
| 24 | 30 | Honda Accord | 119-2bc | L4 |
| 24 | 30 | Honda Accord | 119-FI | L4 |
| 24 | 29 | Renault Alliance | 105-•FI | A3 |
| 24 | 30 | Chevrolet Beretta | 121-FI | L3 |
| 24 | 31 | Chevrolet Cavalier | 121-FI | L3 |
| 24 | 31 | Chevrolet Corsica | 121-FI | L3 |
| 24 | 31 | Oldsmobile Firenza | 121-FI | L3 |
| 24 | 27 | Volkswagen Jetta GLI | 109-FI | A3 |
| 24 | 31 | Buick Skyhawk | 121-FI | L3 |
| 24 | 26 | Subaru Sedan 3-door | 109-•FI | L3 |
| 24 | 27 | Peugeot 505 turbodiesel | 152-FI | L4 |
| 23 | 30 | Cadillac Cimarron | 121-FI | L3 |
| 23 | 27 | Volkswagen Golf | 109-FI | A3 |
| 23 | 28 | Volkswagen GTI 16V | 109-FI | M5 |
| 23 | 27 | Plymouth Horizon | 135-2bc | A3 |
| 23 | 27 | Volkswagen Jetta | 109-FI | A3 |
| 23 | 29 | Volkswagen Jetta GLI 16V | 109-FI | M5 |
| 23 | 29 | Mazda 626 | 122-FI | L4 |
| 23 | 27 | Dodge Omni | 135-2bc | A3 |
| 23 | 27 | Dodge Shadow | 135-□FI | A3 |
| 23 | 28 | Dodge Shadow | 135-FI | A3 |
| 23 | 28 | Nissan Stanza | 120-FI | M5 |
| 23 | 28 | Subaru sedan 3 door turbo | 109-FI | M5 |
| 23 | 28 | Plymouth Sundance | 135-FI | A3 |
| 23 | 27 | Plymouth Sundance | 135-□FI | A3 |
| 22 | 32 | Oldsmobile Calais | 151-FI | L3 |
| 22 | 33 | Oldsmobile Calais | 151-FI | M5 |
| 22 | 32 | Pontiac Grand Am | 151-FI | L3 |
| 22 | 32 | Pontiac Grand Am | 151-FI | M5 |
| 22 | 28 | Mazda 626 Turbo | 122-FI | M5 |
| 22 | 32 | Buick Somerset-Skylark | 151-FI | L3 |
| 22 | 32 | Buick Somerset-Skylark | 151-FI | M5 |
| 22 | 25 | Subaru sedan 3-door turbo | 109-FI | A3 |
| 22 | 25 | Subaru sedan 3-door 4wd turbo | 109-FI | M5 |
| 22 | 27 | Ford Tempo | 140-FI | A3 |
| 22 | 30 | Ford Tempo | 140-FI | M5 |
| 22 | 27 | Lincoln-Mercury Topaz | 140-FI | A3 |
| 22 | 30 | Lincoln-Mercury Topaz | 140-FI | M5 |
| 22 | 28 | Volvo 240DL-240GL | 141-FI | M5 |
| 21 | 31 | Pontiac Grand Am | 121-FI | M5 |
| 21 | 27 | Saab 900 Turbo | 121-FI | M5 |
| 21 | 26 | Saab 900 | 121-FI | M5 |
| 21 | 27 | Buick Skyhawk Turbo | 121-FI | L3 |
| 21 | 31 | Buick Skyhawk Turbo | 121-FI | M5 |
| 21 | 27 | Nissan Stanza | 120-FI | L4 |
| 21 | 23 | Subaru sedan 3-door 4wd turbo | 109-FI | A3 |
| 21 | 27 | Pontiac Sunbird Turbo | 121-FI | L3 |
| 21 | 31 | Pontiac Sunbird Turbo | 121-FI | M5 |
| 21 | 24 | Volvo 240DL-240GL | 141-FI | A4 |
| 20 | 26 | Chevrolet Beretta | 173-FI | L3 |
| 20 | 26 | Chevrolet Cavalier | 173-FI | L3 |
| 20 | 26 | Cadillac Cimarron | 173-FI | L3 |
| 20 | 26 | Chevrolet Corsica | 173-FI | L3 |
| 20 | 26 | Oldsmobile Firenza | 173-FI | L3 |
| 20 | 27 | Mitsubishi Galant | 143-FI | L4 |
| 20 | 27 | Mitsubishi Galant | 143-FI | M5 |
| 20 | 27 | Pontiac Grand Am | 121-FI | L3 |
| 20 | 29 | Dodge Shadow Turbo | 135-FI | M5 |
| 20 | 29 | Plymouth Sundance Turbo | 135-FI | M5 |
| 20 | 23 | Ford Tempo all-wheel-drive | 140-FI | A3 |
| 20 | 23 | Lincoln-Mercury Topaz all-wheel-drive | 140-FI | A3 |
| 20 | 24 | BMW 5-Series | 164-☆FI | M5 |
| 20 | 23 | Peugeot 505 sedan | 132-☆FI | L4 |
| 20 | 23 | Peugeot 505 sedan | 120-☆FI | L4 |
| 19 | 27 | Chevrolet Beretta | 173-FI | M5 |
| 19 | 27 | Oldsmobile Calais | 181-FI | L3 |
| 19 | 27 | Chevrolet Cavalier | 173-FI | M5 |
| 19 | 27 | Cadillac Cimarron | 173-FI | M5 |
| 19 | 27 | Chevrolet Corsica | 173-FI | M5 |
| 19 | 24 | Toyota Cressida | 168-FI | M5 |
| 19 | 27 | Oldsmobile Firenza | 173-FI | M5 |
| 19 | 27 | Pontiac Grand Am | 181-FI | L3 |
| 19 | 28 | Dodge Omni Turbo | 135-FI | M5 |
| 19 | 24 | Volkswagen Quantum | 136-FI | M5 |
| 19 | 21 | Saab 900 | 121-FI | A3 |
| 19 | 22 | Saab 900 | 121-FI | A3 |
| 19 | 22 | Saab 900 Turbo | 121-FI | A3 |
| 19 | 24 | Dodge Shadow Turbo | 135-FI | A3 |
| 19 | 23 | Dodge Shadow Turbo | 135-□FI | A3 |
| 19 | 28 | Dodge Shadow Turbo | 135-□FI | M5 |
| 19 | 27 | Buick Somerset-Skylark | 181-FI | L3 |
| 19 | 24 | Plymouth Sundance Turbo | 135-FI | A3 |
| 19 | 23 | Plymouth Sundance Turbo | 135-□FI | A3 |
| 19 | 28 | Plymouth Sundance Turbo | 135-□FI | M5 |
| 19 | 22 | Peugeot 505 turbo sedan | 131-☆FI | L4 |
| 19 | 24 | Peugeot 505 turbo sedan | 131-☆FI | M5 |
| 18 | 27 | Lincoln-Mercury Cougar | 302-FI | L4 |
| 18 | 24 | Toyota Cressida | 168-FI | L4 |
| 18 | 24 | Nissan Maxima | 181-FI | L4 |
| 18 | 26 | Nissan Maxima | 181-FI | M5 |
| 18 | 22 | Volkswagen Quantum | 136-FI | A3 |
| 18 | 27 | Ford Thunderbird | 302-FI | L4 |
| 18 | 24 | BMW 5-Series | 164-☆FI | L4 |
| 18 | 22 | Peugeot 505 sedan | 174-☆FI | L4 |
| 18 | 23 | Peugeot 505 sedan | 132-☆FI | M5 |
| 18 | 22 | Peugeot 505 sedan | 174-☆FI | M5 |
| 16 | 21 | BMW 5-Series | 209-☆FI | L4 |
| 16 | 22 | BMW 5-Series | 209-☆FI | M5 |
| 15 | 19 | BMW 7-Series | 209-☆FI | L4 |
| 15 | 20 | BMW 7-Series | 209-☆FI | M5 |
| 8 | 10 | Rolls-Royce Camargue | 412-FI | A3 |
| | | **MID-SIZE CARS** | | |
| 25 | 32 | Dodge Aries | 135-FI | M5 |
| 25 | 32 | Plymouth Reliant | 135-FI | M5 |
| 24 | 32 | Dodge Lancer | 135-FI | M5 |
| 24 | 32 | Chrysler LeBaron GTS | 135-FI | M5 |
| 23 | 28 | Dodge Aries | 135-FI | A3 |
| 23 | 26 | Plymouth Caravelle | 135-FI | A3 |
| 23 | 26 | Dodge Lancer | 135-FI | A3 |
| 23 | 26 | Chrysler LeBaron | 135-FI | A3 |
| 23 | 26 | Chrysler LeBaron GTS | 135-FI | A3 |
| 23 | 28 | Plymouth Reliant | 135-FI | A3 |
| 23 | 26 | Dodge 600 | 135-FI | A3 |
| 23 | 28 | Volvo 740-760 | 141-FI | M4 |
| 22 | 27 | Dodge Aries | 152-FI | L3 |
| 22 | 27 | Plymouth Caravelle | 152-FI | L3 |
| 22 | 32 | Chevrolet Celebrity | 151-FI | L3 |
| 22 | 32 | Buick Century | 151-FI | L3 |
| 22 | 32 | Oldsmobile Cutlass Ciera | 151-FI | L3 |
| 22 | 27 | Dodge Lancer | 152-FI | L3 |
| 22 | 32 | Dodge Lancer | 152-FI | M5 |
| 22 | 27 | Chrysler LeBaron | 152-FI | L3 |
| 22 | 32 | Chrysler LeBaron | 152-FI | M5 |
| 22 | 27 | Chrysler LeBaron GTS | 152-FI | L3 |
| 22 | 32 | Chrysler LeBaron GTS | 152-FI | M5 |
| 22 | 27 | Chrysler New Yorker | 152-FI | L3 |
| 22 | 27 | Plymouth Reliant | 152-FI | L3 |
| 22 | 27 | Dodge 600 | 152-FI | L3 |
| 22 | 32 | Pontiac 6000 | 151-FI | L3 |
| 22 | 25 | Volvo 740-760 | 141-FI | L4 |
| 20 | 26 | Chevrolet Celebrity | 173-FI | L3 |
| 20 | 28 | Chevrolet Celebrity | 173-FI | L4 |
| 20 | 26 | Buick Century | 173-FI | L3 |
| 20 | 28 | Buick Century | 173-FI | L4 |
| 20 | 26 | Oldsmobile Cutlass Ciera | 173-FI | L3 |
| 20 | 28 | Oldsmobile Cutlass Ciera | 173-FI | L4 |
| 20 | 29 | Dodge Lancer Turbo | 135-FI | M5 |
| 20 | 29 | Chrysler LeBaron Turbo | 135-FI | M5 |
| 20 | 29 | Chrysler LeBaron GTS Turbo | 135-FI | M5 |
| 20 | 26 | Pontiac 6000 | 173-FI | L3 |
| 20 | 25 | Volvo 740-760 Turbo | 141-FI | M4 |
| 19 | 24 | Plymouth Caravelle Turbo | 135-FI | A3 |
| 19 | 27 | Chevrolet Celebrity | 173-FI | M5 |
| 19 | 24 | Oldsmobile Cutlass Supreme | 231-2bc | L3 |
| 19 | 24 | Pontiac Grand Prix | 231-2bc | L3 |
| 19 | 24 | Pontiac Grand Prix | 262-FI | L3 |
| 19 | 26 | Pontiac Grand Prix | 262-FI | L4 |
| 19 | 24 | Dodge Lancer Turbo | 135-FI | A3 |
| 19 | 24 | Chrysler LeBaron Turbo | 135-FI | A3 |
| 19 | 24 | Chrysler LeBaron GTS Turbo | 135-FI | A3 |
| 19 | 24 | Chevrolet Monte Carlo | 262-FI | L3 |
| 19 | 26 | Chevrolet Monte Carlo | 262-FI | L4 |
| 19 | 24 | Chrysler New Yorker Turbo | 135-FI | A3 |
| 19 | 24 | Buick Regal | 231-2bc | L3 |
| 19 | 26 | Audi 5000S | 136-FI | M5 |
| 19 | 24 | Dodge 600 Turbo | 135-FI | A3 |
| 19 | 27 | Pontiac 6000 | 173-FI | L4 |
| 19 | 27 | Pontiac 6000 | 173-FI | M5 |
| 19 | 22 | Volvo 740-760 Turbo | 141-FI | A4 |
| 18 | 25 | Oldsmobile Cutlass Supreme | 307-4bc | L4 |
| 18 | 25 | Buick Regal | 307-4bc | L4 |
| 18 | 22 | Audi 5000CS Turbo | 136-FI | A3 |
| 18 | 26 | Audi 5000CS Turbo | 136-FI | M5 |
| 18 | 22 | Audi 5000S | 136-FI | A3 |
| 17 | 27 | Lincoln-Mercury Continental | 302-FI | L4 |
| 17 | 23 | Oldsmobile Cutlass Supreme | 307-4bc | L3 |
| 17 | 25 | Cadillac Eldorado | 249-FI | L4 |
| 17 | 24 | Pontiac Grand Prix | 305-4bc | L4 |
| 17 | 27 | Lincoln-Mercury Mark VII | 302-FI | L4 |
| 17 | 24 | Chevrolet Monte Carlo | 305-4bc | L4 |
| 17 | 23 | Buick Regal | 307-4bc | L3 |
| 17 | 25 | Buick Regal Turbo | 231-FI | L4 |
| 17 | 25 | Cadillac Seville | 249-FI | L4 |
| 17 | 25 | Audi 5000CS Quattro Turbo | 136-FI | M5 |
| 16 | 21 | Dodge Diplomat | 318-2bc | L3 |
| 16 | 21 | Plymouth Gran Fury | 318-2bc | L3 |
| 16 | 21 | Chrysler Newport-Fifth Avenue | 318-2bc | L3 |
| 9 | 10 | Rolls-Royce Bentley Eight/ Bentley Mulsanne | 412-FI | A3 |
| 9 | 10 | Rolls-Royce Silver Spirit/ Silver Spur | 412-FI | A3 |
| | | **LARGE CARS** | | |
| 21 | 28 | Saab 9000 Turbo | 121-FI | M5 |
| 21 | 26 | Saab 9000 | 121-FI | M5 |
| 19 | 26 | Saab 9000 Turbo | 121-FI | A4 |
| 18 | 25 | Cadillac Brougham | 307-4bc | L4 |
| 18 | 23 | Chevrolet Caprice | 262-FI | L3 |
| 18 | 25 | Chevrolet Caprice | 307-4bc | L4 |
| 18 | 27 | Chevrolet Caprice | 262-FI | L4 |
| 18 | 23 | Saab 9000 | 121-FI | A4 |
| 17 | 25 | Cadillac Fleetwood-DeVille | 249-FI | L4 |
| 17 | 27 | Lincoln-Mercury Grand Marquis | 302-FI | L4 |
| 17 | 24 | Cadillac Limousine | 249-FI | L4 |
| 17 | 27 | Ford LTD Crown Victoria | 302-FI | L4 |
| 17 | 27 | Lincoln-Mercury Town Car | 302-FI | L4 |
| 16 | 24 | Chevrolet Caprice | 305-4bc | L4 |
| 8 | 10 | Rolls-Royce Silver Spur Limo | 412-FI | A3 |
| | | **SMALL STATION WAGONS** | | |
| 30 | 35 | Honda Civic Wagon | 91-3bc | M5 |
| 29 | 31 | Toyota Tercel Wagon 2wd | 89-2bc | A3 |
| 29 | 36 | Toyota Tercel Wagon 2wd | 89-2bc | M5 |
| 28 | 32 | Honda Civic Wagon | 91-3bc | L4 |
| 28 | 33 | Mazda 323 Wagon | 98-FI | M5 |
| 28 | 35 | Nissan Sentra Wagon | 98-2bc | M5 |
| 27 | 34 | Toyota Camry Wagon | 122-FI | M5 |
| 26 | 36 | Oldsmobile Firenza Cruiser | 122-FI | M5 |
| 26 | 30 | Volkswagen Fox GL Wagon | 109-FI | M4 |
| 26 | 36 | Buick Skyhawk Wagon | 122-FI | M5 |
| 26 | 36 | Pontiac Sunbird Wagon | 122-FI | M5 |
| 26 | 30 | Toyota Tercel Wagon 4wd | 89-2bc | M5 |
| 25 | 31 | Toyota Camry Wagon | 122-FI | L4 |
| 25 | 33 | Chevrolet Cavalier Wagon | 121-FI | M4 |
| 25 | 34 | Chevrolet Cavalier Wagon | 121-FI | M5 |
| 25 | 29 | Honda Civic Wagon 4wd | 91-3bc | M5 |
| 25 | 31 | Oldsmobile Firenza Cruiser | 122-FI | L3 |
| 25 | 33 | Oldsmobile Firenza Cruiser | 121-FI | M4 |
| 25 | 30 | Mazda 323 Wagon | 98-FI | A3 |
| 25 | 29 | Nissan Sentra Wagon | 98-2bc | L3 |
| 25 | 33 | Buick Skyhawk Wagon | 121-FI | M4 |
| 25 | 30 | Subaru Wagon | 109-•FI | M5 |
| 25 | 31 | Pontiac Sunbird Wagon | 122-FI | L3 |
| 25 | 33 | Pontiac Sunbird Wagon | 121-FI | M4 |
| 24 | 31 | Chevrolet Cavalier Wagon | 121-FI | L3 |
| 24 | 29 | Dodge Colt Vista | 122-2bc | M5 |
| 24 | 29 | Plymouth Colt Vista | 122-2bc | M5 |
| 24 | 31 | Oldsmobile Firenza Cruiser | 121-FI | L3 |
| 24 | 28 | Nissan Sentra Wagon 4wd | 98-FI | M5 |
| 24 | 31 | Buick Skyhawk Wagon | 121-FI | L3 |
| 24 | 30 | Buick Skyhawk Wagon | 122-FI | L3 |
| 24 | 26 | Subaru Wagon | 109-•FI | L3 |
| 24 | 25 | Toyota Tercel Wagon 4wd | 89-2bc | A3 |
| 23 | 24 | Dodge Colt Vista | 122-2bc | L3 |
| 23 | 24 | Plymouth Colt Vista | 122-2bc | L3 |
| 23 | 24 | Mitsubishi Space Wagon | 122-2bc | L3 |
| 23 | 28 | Subaru Wagon Turbo | 109-FI | M5 |
| 22 | 24 | Subaru Wagon Turbo | 109-FI | A3 |
| 22 | 25 | Subaru Wagon 4wd Turbo | 109-FI | M5 |
| 21 | 23 | Subaru Wagon 4wd Turbo | 109-FI | A3 |
| 19 | 23 | Volkswagen Quantum Wagon | 136-FI | M5 |
| 18 | 24 | Nissan Maxima Wagon | 181-FI | L4 |
| 18 | 22 | Volkswagen Quantum Wagon | 136-FI | A3 |
| 17 | 21 | Volkswagen Quantum Syncro Wagon | 136-FI | M5 |
| | | **MID-SIZE STATION WAGONS** | | |
| 24 | 32 | Dodge Aries Wagon | 135-FI | M5 |
| 24 | 32 | Plymouth Reliant Wagon | 135-FI | M5 |
| 24 | 27 | Peugeot 505 Turbodiesel Wagon | 152-FI diesel | L4 |
| 23 | 26 | Dodge Aries Wagon | 135-FI | A3 |
| 23 | 26 | Plymouth Reliant Wagon | 135-FI | A3 |
| 23 | 27 | Mercedes-Benz 300TD turbodiesel Wagon | 183-FI | A4 |
| 22 | 27 | Dodge Aries Wagon | 152-FI | L3 |
| 22 | 32 | Chevrolet Celebrity Wagon | 151-FI | L3 |
| 22 | 27 | Plymouth Reliant Wagon | 152-FI | L3 |
| 22 | 28 | Nissan Stanza Wagon 2wd | 120-FI | M5 |
| 22 | 27 | Chrysler Town & Country Wagon | 152-FI | L3 |
| 22 | 28 | Volvo 240DL-240GL Wagon | 141-FI | M5 |
| 22 | 29 | Volvo 740-760 Wagon | 141-FI | M4 |
| 21 | 28 | Buick Century Wagon | 151-FI | L3 |
| 21 | 28 | Oldsmobile Cutlass Cruiser | 151-FI | L3 |
| 21 | 25 | Volvo 240DL-240GL Wagon | 141-FI | A4 |
| 21 | 28 | Pontiac 6000 Wagon | 151-FI | L3 |
| 20 | 25 | Nissan Stanza Wagon 2wd | 120-FI | L4 |
| 20 | 23 | Peugeot 505 Station Wagon | 120-☆FI | L4 |
| 20 | 26 | Volvo 740-760 Wagon | 141-FI | L4 |
| 20 | 25 | Volvo 740-760 Turbo Wagon | 141-FI | M4 |
| 19 | 24 | Chevrolet Celebrity Wagon | 173-FI | L3 |
| 19 | 27 | Chevrolet Celebrity Wagon | 173-FI | L4 |
| 19 | 28 | Chevrolet Celebrity Wagon | 173-FI | M5 |
| 19 | 24 | Buick Century Wagon | 173-FI | L3 |
| 19 | 27 | Buick Century Wagon | 172-FI | L4 |
| 19 | 24 | Oldsmobile Cutlass Cruiser | 173-FI | L3 |
| 19 | 27 | Oldsmobile Cutlass Cruiser | 173-FI | L4 |
| 19 | 24 | Chrysler Town & Country Turbo | 135-FI | A3 |
| 19 | 25 | Audi 5000S Wagon | 136-FI | M5 |
| 19 | 22 | Peugeot 505 Turbo Wagon | 131-☆FI | L4 |
| 19 | 24 | Pontiac 6000 Wagon | 173-FI | L3 |
| 19 | 27 | Pontiac 6000 Wagon | 173-FI | L4 |
| 19 | 28 | Pontiac 6000 Wagon | 173-FI | M5 |
| 19 | 22 | Volvo 740-760 Turbo Wagon | 141-FI | A4 |
| 18 | 24 | Toyota Cressida Wagon | 168-FI | L4 |
| 17 | 25 | Audi 5000CS Quattro Turbo Wagon | 136-FI | M5 |
| 17 | 22 | Audi 5000S Wagon | 136-FI | A3 |
| 16 | 24 | Oldsmobile Custom Cruiser | 307-4bc | L4 |
| | | **LARGE STATION WAGONS** | | |
| 17 | 27 | Lincoln-Mercury Grand Marquis Wagon | 302-FI | L4 |
| 17 | 27 | Ford LTD Crown Victoria Wagon | 302-FI | L4 |
| 16 | 24 | Chevrolet Caprice Wagon | 307-4bc | L4 |
| 16 | 24 | Buick LeSabre/Electra Wagon | 307-4bc | L4 |
| 16 | 24 | Pontiac Safari Wagon | 307-4bc | L4 |
| | | **SMALL PICKUP TRUCKS** | | |
| 35 | 39 | Isuzu P'Up 2wd diesel | 137-FI | M4 |
| 32 | 35 | Isuzu P'Up 2wd diesel | 137-FI | M5 |
| 31 | 33 | Isuzu P'Up 2wd turbodiesel | 137-FI | M5 |
| 28 | 30 | Ford Ranger 2wd turbodiesel | 140-FI | M5 |
| 27 | 28 | Ford Ranger 4wd turbodiesel | 140-FI | M5 |
| 26 | 26 | Isuzu P'Up 4wd turbodiesel | 137-FI | M5 |
| 26 | 31 | Toyota Truck 2wd | 144-□2bc | M4 |
| 25 | 31 | Isuzu P'Up 2wd | 119-□2bc | M4 |
| 25 | 28 | Ford Ranger Pickup 2wd | 140-FI | M5 |
| 24 | 29 | Subaru Brat 4wd | 109-2bc | M4 |
| 24 | 28 | Subaru Brat 4wd | 109-□2bc | M4 |
| 24 | 26 | Ford Ranger Pickup 4wd | 140-FI | M5 |
| 24 | 29 | Toyota Truck 2wd | 144-2bc | M4 |
| 23 | 28 | Isuzu P'Up 2wd | 119-2bc | M4 |
| 23 | 27 | Dodge Ram 50 2wd | 122-2bc | A4 |
| 23 | 28 | Dodge Ram 50 2wd | 122-2bc | M5 |
| 23 | 27 | Ford Ranger Pickup 2wd | 122-2bc | M5 |
| 23 | 29 | Chevrolet S10 Pickup 2wd | 151-FI | M5 |
| 23 | 29 | GMC S15 Pickup 2wd | 151-FI | M5 |
| 23 | 27 | Mitsubishi Truck 2wd | 122-2bc | A4 |
| 23 | 28 | Mitsubishi Truck 2wd | 122-2bc | M5 |
| 23 | 25 | Toyota Truck 2wd | 144-FI | A4 |
| 23 | 28 | Toyota Truck 2wd | 144-FI | M5 |
| 22 | 27 | Ford Courier | 122-2bc | M5 |
| 22 | 27 | Mazda B2000/B2200/B2600 | 122-2bc | M5 |
| 22 | 26 | Isuzu P'Up 2wd | 138-2bc | M5 |

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| Est. MPG City | Est. MPG Hwy. | Car Line | CID & Fuel System | Trans. |
|---|---|---|---|---|
| 22 | 27 | Chevrolet S10 Pickup 2wd | 151-FI | M4 |
| 22 | 27 | GMC S15 Pickup 2wd | 151-FI | M4 |
| 22 | 26 | Nissan Truck 2wd | 146-FI | M5 |
| 22 | 24 | Toyota Truck 2wd | 144-□2bc | A4 |
| 22 | 25 | Toyota Truck 2wd | 144-2bc | A4 |
| 22 | 26 | Toyota Truck 2wd | 144-□2bc | M5 |
| 22 | 25 | Toyota Truck 2wd | 144-2bc | M5 |
| 21 | 26 | Mazda B2000/B2200/B2600 | 122-2bc | M4 |
| 21 | 23 | Isuzu P'Up 2wd | 138-□2bc | A3 |
| 21 | 23 | Isuzu P'Up 2wd | 138-2bc | A3 |
| 21 | 26 | Isuzu P'Up 2wd | 138-□2bc | M5 |
| 21 | 24 | Dodge Ram 50 2wd | 156-2bc | A4 |
| 21 | 26 | Ford Ranger Pickup 2wd | 140-FI | L4 |
| 21 | 27 | Chevrolet S10 Pickup 2wd | 151-FI | L4 |
| 21 | 27 | GMC S15 Pickup 2wd | 151-FI | L4 |
| 21 | 24 | Mitsubishi Truck 2wd | 156-2bc | A4 |
| 21 | 24 | Toyota Truck 2wd Turbo | 144-FI | M5 |
| 20 | 26 | Dodge Ram 50 2wd | 156-2bc | M5 |
| 20 | 26 | Mitsubishi Truck 2wd | 156-2bc | M5 |
| 20 | 25 | Nissan Truck 2wd | 146-FI | L4 |
| 19 | 24 | Isuzu P'Up 4wd | 138-2bc | M5 |
| 19 | 23 | Isuzu P'Up 4wd | 138-□2bc | M5 |
| 19 | 24 | Ford Ranger Pickup 2wd | 179-FI | M5 |
| 18 | 24 | Ford Ranger Pickup 2wd | 179-FI | L4 |
| 18 | 22 | Ford Ranger Pickup 4wd | 179-FI | M5 |
| 18 | 23 | Chevrolet S10 Pickup 2wd | 173-FI | M4 |
| 18 | 24 | Chevrolet S10 Pickup 2wd | 173-FI | M5 |
| 18 | 23 | GMC S15 Pickup 2wd | 173-FI | M4 |
| 18 | 24 | GMC S15 Pickup 2wd | 173-FI | M5 |
| 17 | 22 | Ford Ranger Pickup 4wd | 179-FI | L4 |
| 17 | 19 | Chevrolet S10 Pickup 2wd | 173-FI | L3 |
| 17 | 24 | Chevrolet S10 Pickup 2wd | 173-FI | L4 |
| 17 | 19 | GMC S15 Pickup 2wd | 173-FI | L3 |
| 17 | 24 | GMC S15 Pickup 2wd | 173-FI | L4 |
| 17 | 20 | Nissan Truck 2wd | 181-FI | L4 |
| 16 | 23 | Nissan Truck 2wd | 181-FI | M5 |

### STANDARD PICKUP TRUCKS

| Est. MPG City | Est. MPG Hwy. | Car Line | CID & Fuel System | Trans. |
|---|---|---|---|---|
| 28 | 30 | Jeep Comanche 2wd turbodiesel | 126-FI | M5 |
| 23 | 25 | Toyota 1Ton Truck 2wd | 144-FI | A4 |
| 23 | 28 | Toyota 1Ton Truck 2wd | 144-FI | M5 |
| 22 | 25 | Jeep Comanche 2wd | 150-★FI | M4 |
| 22 | 27 | Dodge Dakota 2wd | 135-2bc | M5 |
| 22 | 25 | Chevrolet T10 Pickup 4wd | 151-FI | M4 |
| 22 | 25 | GMC T15 Pickup 4wd | 151-FI | M4 |
| 21 | 25 | Jeep Comanche 4wd | 150-★FI | M4 |
| 21 | 22 | Toyota Truck 4wd | 144-FI | L4 |
| 21 | 24 | Toyota Truck 4wd | 144-FI | M5 |
| 21 | 26 | Chevrolet T10 Pickup 4wd | 151-FI | M5 |
| 21 | 26 | GMC T15 Pickup 4wd | 151-FI | M5 |
| 20 | 24 | Jeep Comanche 2wd | 150-★FI | M5 |
| 20 | 23 | Jeep Comanche 4wd | 150-★FI | M5 |
| 20 | 24 | Chevrolet R10 2wd diesel | 379-□FI | M4 |
| 20 | 24 | Chevrolet R10 2wd diesel | 379-□FI | M4C |
| 20 | 24 | GMC R15 2wd diesel | 379-□FI | M4 |
| 20 | 24 | GMC R15 2wd diesel | 379-□FI | M4C |
| 19 | 24 | Jeep Comanche 2wd | 150-★FI | L4 |
| 19 | 23 | Jeep Comanche 4wd | 150-★FI | L4 |
| 19 | 20 | Dodge Power Ram 50 4wd | 156-2bc | A4 |
| 19 | 23 | Dodge Power Ram 50 4wd | 156-2bc | M5 |
| 19 | 23 | Chevrolet R10 2wd diesel | 379-□FI | L4 |
| 19 | 23 | GMC R15 2wd diesel | 379-□FI | L4 |
| 19 | 20 | Mitsubishi Truck 4wd | 156-2bc | A4 |
| 19 | 23 | Mitsubishi Truck 4wd | 156-2bc | M5 |
| 19 | 21 | Toyota Truck 4wd | 144-2bc | M5 |
| 19 | 22 | Toyota Truck 4wd | 144-□2bc | M5 |
| 19 | 23 | Chevrolet T10 Pickup 4wd | 151-FI | L4 |
| 19 | 23 | GMC T15 Pickup 4wd | 151-FI | L4 |
| 18 | 22 | GMC Caballero Pickup 2wd | 262-FI | L3 |
| 18 | 23 | GMC Caballero Pickup 2wd | 262-FI | L4 |
| 18 | 23 | Jeep Comanche 2wd | 242-☆FI | M5 |
| 18 | 21 | Dodge Dakota 2wd | 239-2bc | L3 |
| 18 | 24 | Dodge Dakota 2wd | 239-2bc | M5 |
| 18 | 22 | Chevrolet El Camino Pickup 2wd | 262-FI | L3 |
| 18 | 23 | Chevrolet El Camino Pickup 2wd | 262-FI | L4 |
| 18 | 20 | Chevrolet R20 2wd diesel | 379-□FI | M4C |
| 18 | 20 | GMC R25 Pickup 2wd diesel | 379-□FI | M4C |
| 18 | 21 | Toyota Truck 4wd | 144-FI | M5 |
| 18 | 20 | Chevrolet V10 4wd diesel | 379-□FI | M4 |
| 18 | 19 | Chevrolet V10 4wd diesel | 379-□FI | M4C |
| 18 | 20 | GMC V15 Pickup 4wd diesel | 379-□FI | M4 |
| 18 | 19 | GMC V15 Pickup 4wd diesel | 379-□FI | M4C |
| 18 | 19 | Chevrolet V20 4wd diesel | 379-□FI | M4C |
| 18 | 19 | GMC V25 Pickup 4wd diesel | 379-□FI | M4C |
| 17 | 22 | Jeep Comanche 4wd | 242-☆FI | M5 |
| 17 | 19 | Dodge Dakota 4wd | 239-2bc | L3 |
| 17 | 19 | Chevrolet R10 Pickup 2wd | 262-FI | A3 |
| 17 | 21 | Chevrolet R10 Pickup 2wd | 262-FI | L4 |
| 17 | 20 | Chevrolet R10 Pickup 2wd | 262-FI | M3/M4C |
| 17 | 20 | Chevrolet R10 Pickup 2wd | 262-FI | M4 |
| 17 | 19 | GMC R15 Pickup 2wd | 262-FI | A3 |
| 17 | 21 | GMC R15 Pickup 2wd | 262-FI | L4 |
| 17 | 20 | GMC R15 Pickup 2wd | 262-FI | M3/M4C |
| 17 | 20 | GMC R15 Pickup 2wd | 262-FI | M4 |
| 17 | 22 | Chevrolet R20 2wd diesel | 379-□FI | L4 |
| 17 | 22 | GMC R25 Pickup 2wd diesel | 379-□FI | L4 |
| 17 | 20 | Nissan Truck 4wd | 146-FI | M5 |
| 17 | 21 | Chevrolet T10 Pickup 4wd | 173-FI | M4 |
| 17 | 23 | Chevrolet T10 Pickup 4wd | 173-FI | M5 |
| 17 | 21 | GMC T15 Pickup 4wd | 173-FI | M4 |
| 17 | 23 | GMC T15 Pickup 4wd | 173-FI | M5 |
| 16 | 22 | GMC Caballero Pickup 2wd | 305-4bc | L4 |
| 16 | 21 | Jeep Comanche 2wd | 242-☆FI | L4 |
| 16 | 21 | Jeep Comanche 4wd | 242-☆FI | L4 |
| 16 | 21 | Dodge Dakota 4wd | 239-2bc | M5 |
| 16 | 17 | Dodge D100/D150 Pickup 2wd | 225-□1bc | L3 |
| 16 | 20 | Dodge D100/D150 Pickup 2wd | 225-□1bc | M4 |
| 16 | 18 | Dodge D100/D150 Pickup 2wd | 225-□1bc | M4C |
| 16 | 17 | Dodge D250 Pickup 2wd | 225-□1bc | L3 |
| 16 | 18 | Dodge D250 Pickup 2wd | 225-□1bc | M4C |
| 16 | 22 | Chevrolet El Camino Pickup 2wd | 305-4bc | L4 |
| 16 | 19 | Jeep J-10 STD Pickup Truck 4wd | 258-2bc | A3 |
| 16 | 22 | Chevrolet T10 Pickup 4wd | 173-FI | L4 |
| 16 | 22 | GMC T15 Pickup 4wd | 173-FI | L4 |
| 16 | 20 | Chevrolet V10 4wd diesel | 379-□FI | L4 |
| 16 | 18 | Chevrolet V10 Pickup 4wd | 262-FI | M4C |
| 16 | 20 | GMC V15 Pickup 4wd diesel | 379-□FI | L4 |
| 16 | 18 | GMC V15 Pickup 4wd | 262-FI | M4C |
| 16 | 20 | Chevrolet V20 4wd diesel | 379-□FI | L4 |
| 16 | 20 | GMC V25 Pickup 4wd diesel | 379-□FI | L4 |
| 15 | 17 | GMC Caballero Pickup 2wd | 305-4bc | L3 |
| 15 | 17 | Chevrolet El Camino Pickup 2wd | 305-4bc | L3 |
| 15 | 20 | Chevrolet R10 Pickup 2wd | 305-FI | M4 |
| 15 | 18 | Chevrolet R10 Pickup 2wd | 305-FI | M4C |
| 15 | 20 | GMC R15 Pickup 2wd | 305-FI | M4 |
| 15 | 18 | GMC R15 Pickup 2wd | 305-FI | M4C |
| 15 | 16 | Chevrolet R20 Pickup 2wd | 262-FI | A3 |
| 15 | 19 | Chevrolet R20 Pickup 2wd | 262-FI | L4 |
| 15 | 18 | Chevrolet R20 Pickup 2wd | 305-FI | M4C |
| 15 | 17 | Chevrolet R20 Pickup 2wd | 262-FI | M4C |
| 15 | 16 | GMC R25 Pickup 2wd | 262-FI | A3 |
| 15 | 19 | GMC R25 Pickup 2wd | 262-FI | L4 |
| 15 | 18 | GMC R25 Pickup 2wd | 305-FI | M4C |
| 15 | 17 | GMC R25 Pickup 2wd | 262-FI | M4C |
| 15 | 16 | Nissan Truck 4wd | 181-FI | L3 |
| 15 | 18 | Nissan Truck 4wd | 181-FI | M5 |
| 15 | 18 | Chevrolet V10 Pickup 4wd | 262-FI | L4 |
| 15 | 18 | Chevrolet V10 Pickup 4wd | 262-FI | M4 |
| 15 | 18 | GMC V15 Pickup 4wd | 262-FI | L4 |
| 15 | 18 | GMC V15 Pickup 4wd | 262-FI | M4 |
| 14 | 16 | Dodge D100/D150 Pickup 2wd | 225-1bc | A3 |
| 14 | 17 | Dodge D100/D150 Pickup 2wd | 225-1bc | M4 |
| 14 | 18 | Ford F150 Pickup 2wd | 302-FI | L4 |
| 14 | 18 | Ford F250 Pickup 2wd | 302-FI | L4 |
| 14 | 19 | Jeep J-10 Std Pickup 4wd | 258-2bc | M4 |
| 14 | 16 | Chevrolet R10 Pickup 2wd | 305-FI | A3 |
| 14 | 18 | Chevrolet R10 Pickup 2wd | 350-FI | L4 |
| 14 | 18 | Chevrolet R10 Pickup 2wd | 305-FI | L4 |
| 14 | 16 | Chevrolet R10 Pickup 2wd | 350-FI | M4C |
| 14 | 16 | GMC R15 Pickup 2wd | 305-FI | A3 |
| 14 | 18 | GMC R15 Pickup 2wd | 350-FI | L4 |
| 14 | 18 | GMC R15 Pickup 2wd | 305-FI | L4 |
| 14 | 16 | GMC R15 Pickup 2wd | 350-FI | M4C |
| 14 | 16 | Chevrolet R20 Pickup 2wd | 305-FI | A3 |
| 14 | 17 | Chevrolet R20 Pickup 2wd | 350-FI | L4 |
| 14 | 18 | Chevrolet R20 Pickup 2wd | 305-FI | L4 |
| 14 | 16 | Chevrolet R20 Pickup 2wd | 350-FI | M4C |
| 14 | 16 | GMC R25 Pickup 2wd | 305-FI | A3 |
| 14 | 17 | GMC R25 Pickup 2wd | 350-FI | L4 |
| 14 | 18 | GMC R25 Pickup 2wd | 305-FI | L4 |
| 14 | 16 | GMC R25 Pickup 2wd | 350-FI | M4C |
| 14 | 17 | Chevrolet V10 Pickup 4wd | 305-FI | L4 |
| 14 | 17 | Chevrolet V10 Pickup 4wd | 305-FI | M4 |
| 14 | 16 | Chevrolet V10 Pickup 4wd | 305-FI | M4C |
| 14 | 17 | GMC V15 Pickup 4wd | 305-FI | L4 |
| 14 | 17 | GMC V15 Pickup 4wd | 305-FI | M4 |
| 14 | 16 | GMC V15 Pickup 4wd | 305-FI | M4C |
| 14 | 17 | Dodge W100/W150 Pickup 4wd | 225-□1bc | M4C |
| 13 | 15 | Dodge D100/D150 Pickup 2wd | 318-2bc | A3 |
| 13 | 16 | Dodge D100/D150 Pickup 2wd | 318-□2bc | A3 |
| 13 | 17 | Dodge D100/D150 Pickup 2wd | 318-□2bc | L3 |
| 13 | 17 | Dodge D100/D150 Pickup 2wd | 318-2bc | M4 |
| 13 | 15 | Dodge D250 Pickup 2wd | 318-2bc | A3 |
| 13 | 15 | Dodge D250 Pickup 2wd | 318-□2bc | A3 |
| 13 | 15 | Chevrolet V10 Pickup 4wd | 305-FI | A3 |
| 13 | 16 | Chevrolet V10 Pickup 4wd | 350-FI | L4 |
| 13 | 15 | Chevrolet V10 Pickup 4wd | 350-FI | M4C |
| 13 | 15 | GMC V15 Pickup 4wd | 305-FI | A3 |
| 13 | 16 | GMC V15 Pickup 4wd | 350-FI | L4 |
| 13 | 15 | GMC V15 Pickup 4wd | 350-FI | M4C |
| 13 | 16 | Chevrolet V20 Pickup 4wd | 350-FI | L4 |
| 13 | 16 | GMC V25 Pickup 4wd | 350-FI | L4 |
| 12 | 18 | Dodge D100/D150 Pickup 2wd | 318-□2bc | M4 |
| 12 | 15 | Dodge D100/D150 Pickup 2wd | 318-2bc | M4C |
| 12 | 13 | Dodge D100/D150 Pickup 2wd | 360-□4bc | M4C |
| 12 | 13 | Dodge D250 Pickup 2wd | 360-□4bc | M4C |
| 12 | 15 | Dodge D250 Pickup 2wd | 318-2bc | M4C |
| 12 | 13 | Ford F150 Pickup 2wd | 351-FI | A3 |
| 12 | 13 | Ford F250 Pickup 2wd | 351-FI | A3 |
| 12 | 15 | Chevrolet V20 Pickup 4wd | 350-FI | M4C |
| 12 | 15 | GMC V25 Pickup 4wd | 350-FI | M4C |
| 12 | 14 | Dodge W100/W150 Pickup 4wd | 318-□2bc | A3 |
| 12 | 14 | Dodge W100/W150 Pickup 4wd | 318-2bc | A3 |
| 12 | 15 | Dodge W100/W150 Pickup 4wd | 318-2bc | M4C |
| 11 | 13 | Dodge D100/D150 Pickup 2wd | 360-□4bc | A3 |
| 11 | 15 | Dodge D100/D150 Pickup 2wd | 318-□2bc | M4C |
| 11 | 13 | Dodge D250 Pickup 2wd | 360-□4bc | A3 |
| 11 | 15 | Dodge D250 Pickup 2wd | 318-□2bc | M4C |
| 11 | 13 | Ford F150 Pickup 4wd | 351-4bc | A3 |
| 11 | 12 | Ford F250 Pickup 4wd | 351-4bc | A3 |
| 11 | 13 | Jeep J10 Std Pickup 4wd | 360-□2bc | A3 |
| 11 | 13 | Jeep J20 Std Pickup 4wd | 360-□2bc | A3 |
| 11 | 13 | Dodge W100/W150 Pickup 4wd | 360-□4bc | M4C |
| 11 | 14 | Dodge W100/W150 Pickup 4wd | 318-□2bc | M4C |
| 11 | 13 | Dodge W250 Pickup 4wd | 318-□2bc | A3 |
| 11 | 14 | Dodge W250 Pickup 4wd | 318-□2bc | M4C |
| 11 | 13 | Dodge W250 Pickup 4wd | 360-□4bc | M4C |
| 10 | 12 | Dodge W100/W150 Pickup 4wd | 360-□4bc | A3 |
| 9 | 11 | Dodge W250 Pickup 4wd | 360-□4bc | A3 |

### VANS

| Est. MPG City | Est. MPG Hwy. | Car Line | CID & Fuel System | Trans. |
|---|---|---|---|---|
| 26 | 28 | Ford Aerostar Van | 140-FI | M5 |
| 22 | 26 | Ford Aerostar Wagon | 140-FI | M5 |
| 22 | 24 | Toyota Cargo Van 2wd | 137-FI | M5 |
| 22 | 24 | Toyota Van 2wd | 137-FI | M5 |
| 21 | 26 | Ford Aerostar Van | 140-FI | L4 |
| 21 | 25 | Chevrolet Astro 2wd (Cargo) | 151-FI | M4 |
| 21 | 27 | Chevrolet Astro 2wd (Cargo) | 151-FI | M5 |
| 21 | 23 | Toyota Cargo Van 2wd | 137-FI | L4 |
| 21 | 22 | Toyota Cargo Van 4wd | 137-FI | M5 |
| 21 | 25 | GMC Safari 2wd (Cargo) | 151-FI | M4 |
| 21 | 27 | GMC Safari 2wd (Cargo) | 151-FI | M5 |
| 21 | 23 | Toyota Van 2wd | 137-FI | L4 |
| 20 | 21 | Toyota Cargo Van 4wd | 137-FI | L4 |
| 20 | 24 | Chevrolet G10-20 2wd diesel | 379-□FI | M4 |
| 20 | 24 | GMC G15-25 Vandura 2wd diesel | 379-□FI | M4 |
| 20 | 21 | Toyota Van 4wd | 137-FI | L4 |
| 20 | 22 | Toyota Van 4wd | 137-FI | M5 |
| 19 | 24 | Ford Aerostar Van | 183-FI | M5 |
| 19 | 24 | Chevrolet Astro 2wd (Cargo) | 151-FI | L4 |
| 19 | 23 | Chevrolet G10/20 2wd diesel | 379-□FI | L4 |
| 19 | 23 | GMC G15/25 Vandura 2wd diesel | 379-□FI | L4 |
| 19 | 24 | GMC Safari 2wd (Cargo) | 151-FI | L4 |
| 18 | 24 | Ford Aerostar Van | 183-FI | L4 |
| 18 | 23 | Chevrolet G10/20 Sportvan 2wd diesel | 379-□FI | L4 |
| 18 | 21 | Chevrolet G10/20 Sportvan 2wd diesel | 379-□FI | M4 |
| 18 | 23 | GMC G15/25 Rally 2wd diesel | 379-□FI | L4 |
| 18 | 21 | GMC G15/25 Rally 2wd diesel | 379-□FI | M4 |
| 18 | 21 | Nissan Van (Cargo) | 146-FI | L4 |
| 18 | 22 | Nissan Van (Cargo) | 146-FI | M5 |
| 18 | 21 | Nissan Van (Passenger) | 146-FI | L4 |
| 18 | 22 | Nissan Van (Passenger) | 146-FI | M5 |
| 17 | 22 | Ford Aerostar Wagon | 183-FI | L4 |
| 17 | 22 | Ford Aerostar Wagon | 183-FI | M5 |
| 17 | 22 | Chevrolet Astro 2wd (Cargo) | 262-FI | L4 |
| 17 | 24 | Chevrolet Astro 2wd (Cargo) | 262-FI | M5 |
| 17 | 22 | Chevrolet Astro 2wd (Passenger) | 262-FI | L4 |
| 17 | 23 | Chevrolet Astro 2wd (Passenger) | 262-FI | M5 |
| 17 | 20 | Chevrolet G10/20 Van 2wd | 262-FI | M3 |
| 17 | 20 | GMC G15/25 Vandura 2wd | 262-FI | M3 |
| 17 | 22 | GMC Safari 2wd (Cargo) | 262-FI | L4 |
| 17 | 24 | GMC Safari 2wd (Cargo) | 262-FI | M5 |
| 17 | 22 | GMC Safari 2wd (Passenger) | 262-FI | L4 |
| 17 | 23 | GMC Safari 2wd (Passenger) | 262-FI | M5 |
| 16 | 17 | Dodge B150/B250 Van 2wd | 225-□1bc | L3 |
| 16 | 20 | Dodge B150/B250 Van 2wd | 225-□1bc | M4 |
| 16 | 18 | Chevrolet G10/20 Van 2wd | 262-FI | A3 |
| 16 | 20 | Chevrolet G10/20 Van 2wd | 262-FI | L4 |
| 16 | 18 | GMC G15/25 Vandura 2wd | 262-FI | A3 |
| 16 | 20 | GMC G15/25 Vandura 2wd | 262-FI | L4 |
| 16 | 18 | Volkswagen Vanagon 2wd | 129-FI | M4 |
| 15 | 17 | Dodge B150/B250 Wagon 2wd | 225-□1bc | L3 |
| 15 | 19 | Dodge B150/B250 Wagon 2wd | 225-□1bc | M4 |
| 15 | 18 | Chevrolet G10/20 Sportvan 2wd | 262-FI | L4 |
| 15 | 17 | Chevrolet G10/20 Sportvan 2wd | 262-FI | M3 |
| 15 | 18 | Chevrolet G10/20 Van 2wd | 305-FI | M3 |
| 15 | 19 | Chevrolet G10/20 Van 2wd | 305-FI | M4 |
| 15 | 18 | GMC G15/25 Rally 2wd | 262-FI | L4 |
| 15 | 17 | GMC G15/25 Rally 2wd | 262-FI | M3 |
| 15 | 18 | GMC G15/25 Vandura 2wd | 305-FI | M3 |
| 15 | 19 | GMC G15/25 Vandura 2wd | 305-FI | M4 |
| 15 | 19 | Chevrolet G30 Van 2wd | 262-FI | L4 |
| 15 | 19 | GMC G35 Vandura 2wd | 262-FI | L4 |
| 15 | 15 | Volkswagen Vanagon Syncro 4wd | 129-FI | C5 |
| 14 | 16 | Dodge B150/B250 Van 2wd | 225-1bc | A3 |
| 14 | 17 | Dodge B150/B250 Van 2wd | 225-1bc | M4 |
| 14 | 18 | Ford E150 Econoline 2wd | 302-FI | L4 |
| 14 | 16 | Chevrolet G10/20 Van 2wd | 305-FI | A3 |
| 14 | 18 | Chevrolet G10/20 Van 2wd | 350-FI | L4 |
| 14 | 18 | Chevrolet G10/20 Van 2wd | 305-FI | L4 |
| 14 | 16 | GMC G15/25 Vandura 2wd | 305-FI | A3 |
| 14 | 18 | GMC G15/25 Vandura 2wd | 350-FI | L4 |
| 14 | 18 | GMC G15/25 Vandura 2wd | 305-FI | L4 |
| 14 | 16 | Volkswagen Vanagon 2wd | 129-FI | A3 |
| 13 | 15 | Dodge B150/B250 Van 2wd | 318-2bc | A3 |
| 13 | 15 | Dodge B150/B250 Van 2wd | 318-□2bc | A3 |
| 13 | 17 | Dodge B150/B250 Van 2wd | 318-□2bc | L3 |
| 13 | 17 | Dodge B150/B250 Van 2wd | 318-2bc | M4 |
| 13 | 15 | Dodge B150/B250 Wagon 2wd | 225-1bc | A3 |
| 13 | 16 | Dodge B150/B250 Wagon 2wd | 318-□2bc | L3 |
| 13 | 17 | Dodge B150/B250 Wagon 2wd | 318-2bc | M4 |
| 13 | 15 | Dodge B350 Van 2wd | 318-2bc | A3 |
| 13 | 15 | Dodge B350 Van 2wd | 318-□2bc | A3 |
| 13 | 17 | Ford E150 Club Wagon | 302-FI | L4 |
| 13 | 17 | Ford E250 Econoline 2wd | 302-FI | L4 |
| 13 | 17 | Chevrolet G10/20 Sportvan 2wd | 305-FI | L4 |
| 13 | 16 | Chevrolet G10/20 Sportvan 2wd | 350-FI | L4 |
| 13 | 16 | GMC G15-25 Rally 2wd | 350-FI | L4 |
| 13 | 17 | GMC G15-25 Rally 2wd | 305-FI | L4 |
| 13 | 17 | Chevrolet G30 Sportvan 2wd | 350-FI | L4 |
| 13 | 17 | GMC G35 Rally 2wd | 350-FI | L4 |
| 12 | 18 | Dodge B150/B250 Van 2wd | 318-□2bc | M4 |
| 12 | 14 | Dodge B150/B250 Wagon 2wd | 318-□2bc | A3 |
| 12 | 14 | Dodge B150/B250 Wagon 2wd | 318-2bc | A3 |
| 12 | 18 | Dodge B150/B250 Wagon 2wd | 318-□2bc | M4 |
| 12 | 14 | Dodge B350 Wagon 2wd | 318-2bc | A3 |
| 12 | 14 | Dodge B350 Wagon 2wd | 318-□2bc | A3 |
| 11 | 13 | Dodge B150/B250 Van 2wd | 360-□4bc | A3 |
| 11 | 12 | Dodge B350 Van 2wd | 360-□4bc | A3 |
| 11 | 13 | Ford E150 Club Wagon | 351-4bc | A3 |
| 11 | 13 | Ford E150 Econoline 2wd | 351-4bc | A3 |
| 11 | 13 | Ford E250 Econoline 2wd | 351-4bc | A3 |
| 10 | 12 | Dodge B150/B250 Wagon 2wd | 360-□4bc | A3 |
| 10 | 12 | Dodge B350 Wagon 2wd | 360-□4bc | A3 |

### SPECIAL PURPOSE VEHICLES

| Est. MPG City | Est. MPG Hwy. | Car Line | CID & Fuel System | Trans. |
|---|---|---|---|---|
| 28 | 29 | Jeep Cherokee/Wagoneer 4wd turbodiesel | 126-□FI | M5 |
| 27 | 29 | Suzuki Samurai Convertible | 81-2bc | M5 |
| 27 | 29 | Suzuki Samurai Hardtop | 81-2bc | M5 |
| 25 | 25 | Isuzu Trooper turbodiesel | 137-□FI | M5 |
| 24 | 29 | Subaru Hatchback 4wd | 109-2bc | M4 |
| 24 | 28 | Subaru Hatchback 4wd | 109-□2bc | M4 |
| 24 | 29 | Subaru Sedan 3-door 4wd | 109-FI | M5 |
| 24 | 29 | Subaru Wagon 4wd | 109-FI | M5 |
| 23 | 24 | Subaru Sedan 3-door 4wd | 109-FI | A3 |
| 22 | 29 | Dodge Caravan/Ram Van 2wd | 135-□2bc | M5 |
| 22 | 26 | Jeep Cherokee 2wd | 150-★FI | M4 |
| 22 | 23 | Subaru Sedan 3-door 4wd | 109-□2bc | A3 |
| 22 | 28 | Subaru Sedan 3-door 4wd | 109-□2bc | M5 |
| 22 | 24 | Subaru Wagon 4wd | 109-FI | A3 |
| 22 | 28 | Subaru Wagon 4wd | 109-□2bc | M5 |
| 22 | 25 | Chevrolet T10 Blazer 4wd | 151-FI | M4 |
| 22 | 25 | GMC T15 Jimmy 4wd | 151-FI | M4 |
| 21 | 28 | Dodge Caravan/Ram Van 2wd | 135-2bc | M5 |
| 21 | 25 | Jeep Cherokee 2wd | 150-★FI | M5 |
| 21 | 25 | Jeep Cherokee/Wagoneer 4wd | 150-★FI | M4 |
| 21 | 23 | Subaru Wagon 4wd | 109-□2bc | A3 |
| 21 | 25 | Chevrolet S10 Blazer 2wd | 151-FI | M4 |
| 21 | 27 | Chevrolet S10 Blazer 2wd | 151-FI | M5 |
| 21 | 25 | GMC S15 Jimmy 2wd | 151-FI | M4 |
| 21 | 27 | GMC S15 Jimmy 2wd | 151-FI | M5 |
| 21 | 26 | Chevrolet T10 Blazer 4wd | 151-FI | M5 |
| 21 | 26 | GMC T15 Jimmy 4wd | 151-FI | M5 |
| 21 | 28 | Plymouth Voyager 2wd | 135-2bc | M5 |
| 21 | 28 | Plymouth Voyager 2wd | 135-□2bc | M5 |
| 20 | 23 | Dodge Caravan/Ram Van 2wd | 135-□2bc | A3 |
| 20 | 23 | Jeep Cherokee/Wagoneer 4wd | 150-★FI | M5 |
| 20 | 23 | Plymouth Voyager 2wd | 135-□2bc | A3 |
| 20 | 23 | Toyota 4Runner 4wd | 144-FI | M5 |
| 19 | 22 | Dodge Caravan/Ram Van 2wd | 156-□2bc | A3 |
| 19 | 22 | Dodge Caravan/Ram Van 2wd | 152-FI | A3 |
| 19 | 21 | Dodge Caravan/Ram Van 2wd | 135-2bc | A3 |
| 19 | 27 | Dodge Caravan/Ram Van 2wd | 152-FI | M5 |
| 19 | 24 | Jeep Cherokee 2wd | 150-★FI | L4 |
| 19 | 23 | Jeep Cherokee/Wagoneer 4wd | 150-★FI | L4 |
| 19 | 25 | Dodge Colt Vista 4wd | 122-2bc | M5 |
| 19 | 25 | Plymouth Colt Vista 4wd | 122-2bc | M5 |
| 19 | 23 | Nissan Stanza Wagon 4wd | 120-FI | M5 |
| 19 | 24 | Chevrolet S10 Blazer 2wd | 151-FI | L4 |
| 19 | 19 | Chevrolet S10 Cab Chassis 2wd | 151-FI | M4 |
| 19 | 19 | GMC S15 Cab Chassis 2wd | 151-FI | M4 |
| 19 | 24 | GMC S15 Jimmy 2wd | 151-FI | L4 |
| 19 | 23 | Chevrolet T10 Blazer 4wd | 151-FI | L4 |
| 19 | 23 | GMC T15 Jimmy 4wd | 151-FI | L4 |
| 19 | 22 | Plymouth Voyager 2wd | 156-□2bc | A3 |
| 19 | 22 | Plymouth Voyager 2wd | 152-FI | A3 |
| 19 | 27 | Plymouth Voyager 2wd | 152-FI | M5 |
| 19 | 22 | Toyota 4Runner 4wd | 144-FI | L4 |
| 18 | 22 | Ford Bronco II 4wd | 179-FI | M5 |
| 18 | 23 | Jeep Cherokee 2wd | 242-☆FI | M5 |
| 18 | 23 | Jeep Cherokee/Wagoneer 4wd | 242-☆FI | M5 |
| 18 | 23 | Chevrolet R10 Suburban 2wd diesel | 379-□FI | L4 |
| 18 | 23 | GMC R15 Suburban 2wd diesel | 379-□FI | L4 |
| 18 | 20 | Jeep Wrangler 4wd | 150-★FI | M5 |
| 17 | 23 | Ford Bronco II 2wd | 179-FI | L4 |
| 17 | 22 | Ford Bronco II 4wd | 179-FI | L4 |
| 17 | 21 | AMC Eagle 4wd | 258-2bc | M5 |
| 17 | 18 | Mitsubishi Montero | 156-2bc | A4 |
| 17 | 20 | Mitsubishi Montero | 156-2bc | M5 |
| 17 | 18 | Dodge Raider | 156-2bc | A4 |
| 17 | 20 | Dodge Raider | 156-2bc | M5 |
| 17 | 23 | Chevrolet S10 Blazer 2wd | 173-FI | L4 |
| 17 | 22 | Chevrolet S10 Blazer 2wd | 173-FI | M4 |
| 17 | 24 | Chevrolet S10 Blazer 2wd | 173-FI | M5 |
| 17 | 23 | GMC S15 Jimmy 2wd | 173-FI | L4 |
| 17 | 22 | GMC S15 Jimmy 2wd | 173-FI | M4 |
| 17 | 24 | GMC S15 Jimmy 2wd | 173-FI | M5 |
| 17 | 21 | Jeep Wrangler 4wd | 258-2bc | M5 |
| 17 | 19 | Toyota 4Runner 4wd Turbo | 144-FI | L4 |
| 16 | 16 | Toyota Cab-Chassis 2wd | 144-FI | M4 |
| 16 | 21 | Jeep Cherokee 2wd | 242-☆FI | L4 |
| 16 | 21 | Jeep Cherokee/Wagoneer 4wd | 242-☆FI | L4 |
| 16 | 19 | AMC Eagle 4wd | 258-2bc | A3 |
| 16 | 19 | Nissan Pathfinder 4wd | 146-FI | M5 |
| 16 | 19 | Chevrolet S10 Blazer 2wd | 173-FI | L3 |
| 16 | 19 | GMC S15 Jimmy 2wd | 173-FI | L3 |
| 16 | 20 | Chevrolet T10 Blazer 4wd | 173-FI | L4 |
| 16 | 20 | Chevrolet T10 Blazer 4wd | 173-FI | M4 |
| 16 | 22 | Chevrolet T10 Blazer 4wd | 173-FI | M5 |
| 16 | 20 | GMC T15 Jimmy 4wd | 173-FI | L4 |
| 16 | 20 | GMC T15 Jimmy 4wd | 173-FI | M4 |
| 16 | 22 | GMC T15 Jimmy 4wd | 173-FI | M5 |
| 16 | 20 | Chevrolet V10 Blazer 4wd diesel | 379-□FI | L4 |
| 16 | 21 | Chevrolet V10 Suburban 4wd diesel | 379-□FI | L4 |
| 16 | 20 | GMC V15 Jimmy 4wd diesel | 379-□FI | L4 |
| 16 | 21 | GMC V15 Suburban 4wd diesel | 379-□FI | L4 |
| 16 | 18 | Jeep Wrangler 4wd | 258-2bc | A3 |
| 15 | 16 | Jeep Grand Wagoneer 4wd | 258-2bc | A3 |
| 15 | 16 | Nissan Pathfinder 4wd | 181-FI | L3 |
| 15 | 18 | Nissan Pathfinder 4wd | 181-FI | M5 |
| 14 | 19 | Jeep Grand Wagoneer 4wd | 258-2bc | M4 |
| 14 | 18 | Chevrolet R10 Suburban 2wd | 305-FI | L4 |
| 14 | 18 | GMC R15 Suburban 2wd | 305-FI | L4 |
| 14 | 15 | Chevrolet S10 Cab Chassis 2wd | 173-FI | L4 |
| 14 | 15 | Chevrolet S10 Cab Chassis 2wd | 173-FI | M4 |
| 14 | 15 | GMC S15 Cab Chassis 2wd | 173-FI | L4 |
| 14 | 15 | GMC S15 Cab Chassis 2wd | 173-FI | M4 |
| 14 | 14 | Nissan Truck Cab Chassis 2wd | 181-FI | M5 |
| 14 | 16 | Chevrolet V10 Blazer 4wd | 305-FI | M4C |
| 14 | 16 | GMC V15 Jimmy 4wd | 305-FI | M4C |
| 13 | 15 | Dodge AD150 Ramcharger 2wd | 318-2bc | A3 |
| 13 | 15 | Dodge AD150 Ramcharger 2wd | 318-□2bc | A3 |
| 13 | 17 | Dodge AD150 Ramcharger 2wd | 318-□2bc | L3 |
| 13 | 13 | Toyota Cab-Chassis 2wd | 144-FI | A4 |
| 13 | 15 | Land Rover Ltd. Range Rover | 215-FI | L4 |
| 13 | 17 | Chevrolet R10 Suburban 2wd | 350-FI | L4 |
| 13 | 17 | GMC R15 Suburban 2wd | 350-FI | L4 |
| 13 | 16 | Chevrolet V10 Blazer 4wd | 350-FI | L4 |
| 13 | 17 | Chevrolet V10 Blazer 4wd | 305-FI | L4 |
| 13 | 16 | Chevrolet V10 Suburban 4wd | 350-FI | L4 |
| 13 | 16 | GMC V15 Jimmy 4wd | 350-FI | L4 |
| 13 | 17 | GMC V15 Jimmy 4wd | 305-FI | L4 |
| 13 | 16 | GMC V15 Suburban 4wd | 350-FI | L4 |
| 12 | 12 | Nissan Truck Cab Chassis 2wd | 181-FI | L4 |
| 12 | 15 | Chevrolet V10 Blazer 4wd | 350-FI | M4C |
| 12 | 14 | Chevrolet V10 Suburban 4wd | 350-FI | M4C |
| 12 | 15 | GMC V15 Jimmy 4wd | 350-FI | M4C |
| 12 | 14 | GMC V15 Suburban 4wd | 350-FI | M4C |
| 11 | 13 | Dodge AD150 Ramcharger 2wd | 360-□4bc | A3 |
| 11 | 13 | Dodge AW150 Ramcharger 4wd | 318-□2bc | A3 |
| 11 | 13 | Dodge AW150 Ramcharger 4wd | 318-2bc | A3 |
| 11 | 13 | Dodge AW150 Ramcharger 4wd | 360-□4bc | M4C |
| 11 | 14 | Dodge AW150 Ramcharger 4wd | 318-□2bc | M4C |
| 11 | 12 | Ford Bronco 4wd | 351-4bc | A3 |
| 11 | 13 | Jeep Grand Wagoneer 4wd | 360-□2bc | A3 |
| 11 | 13 | Toyota Land Cruiser Wagon 4wd | 258-□2bc | M4 |
| 10 | 12 | Dodge D250 Cab Chassis 2wd | 360-□4bc | A3 |
| 9 | 11 | Dodge AW150 Ramcharger 4wd | 360-□4bc | A3 |

NOTE: All are feedback fuel systems (FFS) unless otherwise indicated. □ = Not FFS. ☆ = Multipoint Fuel Injection. ★ = Single Port Fuel Injection.

Transmissions: A = automatic, C = creeper; L = lockup; M = manual.

## IMPORT-CAR MODELS OFFERED IN U.S. (As of March 1, 1987)

| | 4-Door Models | 2-Door Models | Convertibles | Wagons | 1987 Totals | (Totals, Mar. 1, 1986) |
|---|---|---|---|---|---|---|
| Acura | 3 | 2 | 0 | 0 | 5 | (5) |
| Alfa Romeo | 3 | 0 | 3 | 0 | 6 | (4) |
| Aston Martin | 1 | 2 | 2 | 0 | 5 | (4) |
| Audi | 5 | 1 | 0 | 2 | 8 | (9) |
| Bentley | 1 | 0 | 1 | 0 | 2 | (3) |
| Bertone | 0 | 1 | 0 | 0 | 1 | (1) |
| BMW | 10 | 6 | 1 | 0 | 17 | (10) |
| Chevrolet Spectrum | 1 | 1 | 0 | 0 | 2 | (2) |
| Chevrolet Sprint | 1 | 3 | 0 | 0 | 4 | (2) |
| Chrysler Conquest* | 0 | 1 | 0 | 0 | 1 | (1) |
| Dodge Colt | 3 | 2 | 0 | 0 | 5 | (5) |
| Dodge Conquest | 0 | 0 | 0 | 0 | 0 | (1) |
| Ferrari | 0 | 4 | 1 | 0 | 5 | (5) |
| Honda** | 0 | 8 | 0 | 2 | 10 | (11) |
| Hyundai | 5 | 3 | 0 | 0 | 8 | (5) |
| Isuzu | 2 | 3 | 0 | 0 | 5 | (4) |
| Jaguar | 2 | 2 | 1 | 0 | 5 | (3) |
| Lamborghini | 0 | 2 | 0 | 0 | 2 | (2) |
| Lotus | 0 | 1 | 0 | 0 | 1 | (1) |
| Maserati | 2 | 2 | 1 | 0 | 5 | (5) |
| Mazda | 7 | 12 | 0 | 1 | 20 | (16) |
| Mercedes-Benz | 10 | 2 | 0 | 1 | 13 | (9) |
| Merkur (Mercury) | 0 | 1 | 0 | 0 | 1 | (1) |
| Mitsubishi | 6 | 9 | 0 | 0 | 15 | (12) |
| Nissan** | 5 | 12 | 0 | 3 | 20 | (24) |
| Peugeot | 9 | 0 | 0 | 4 | 13 | (7) |
| Plymouth Colt | 3 | 2 | 0 | 0 | 5 | (5) |
| Porsche | 0 | 8 | 1 | 0 | 9 | (7) |
| Range Rover | 0 | 0 | 0 | 1 | 1 | (0) |
| Renault** | 2 | 0 | 0 | 1 | 3 | (1) |
| Rolls-Royce | 3 | 0 | 1 | 0 | 4 | (5) |
| Saab | 4 | 3 | 1 | 0 | 8 | (7) |
| Sterling | 2 | 0 | 0 | 0 | 2 | (0) |
| Subaru | 8 | 15 | 0 | 9 | 32 | (26) |
| Toyota** | 8 | 18 | 1 | 6 | 33 | (28) |
| TVR | 0 | 1 | 1 | 0 | 2 | (2) |
| Volkswagen** | 4 | 4 | 1 | 3 | 12 | (8) |
| Volvo | 6 | 0 | 0 | 5 | 11 | (13) |
| Yugo | 0 | 3 | 0 | 0 | 3 | (1) |
| 1987 TOTALS | 116 | 134 | 16 | 38 | 304 | |
| TOTALS (March 1, 1986) | 101 | 113 | 10 | 31 | | (255) |

NOTES: *—Chrysler Conquest was Plymouth Conquest in 1986.
**—U.S.-built models of Honda, Nissan, Renault, Toyota and Volkswagen are omitted from the import model count. They are included in the U.S. model tabulation on the facing page.

## CAR MODELS: 1942-'87

Number of models offered by U.S. automakers, 1942 to 1987:

| Year | Models | Year | Models |
|---|---|---|---|
| 1942 | 276 | 1966 | 368 |
| 1946 | 160 | 1967 | 370 |
| 1947 | 182 | 1968 | 368 |
| 1948 | 201 | 1969 | 365 |
| 1949 | 205 | 1970 | 375 |
| 1950 | 243 | 1971 | 341 |
| 1951 | 243 | 1972 | 297 |
| 1952 | 224 | 1973 | 304 |
| 1953 | 210 | 1974 | 302 |
| 1954 | 240 | 1975 | 325 |
| 1955 | 216 | 1976 | 294 |
| 1956 | 232 | 1977 | 275 |
| 1957 | 245 | 1978 | 259 |
| 1958 | 263 | 1979 | 268 |
| 1959 | 239 | 1980 | 252 |
| 1960 | 244 | 1981 | 278 |
| 1961 | 260 | 1982 | 307 |
| 1962 | 296 | 1983 | 298 |
| 1963 | 336 | 1984 | 305 |
| 1964 | 336 | 1985 | 295 |
| 1965 | 348 | 1986 | 321 |
| | | 1987 | 304 |

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# PRODUCTS/SPECIFICATIONS

## 1987 U.S. MODELS BY MAKE, BODY STYLE

| | 4-Door Models | 2-Door Models* | Convert-ibles | 4-Door Wagons | 1987 Totals | (Final 1986 Totals) |
|---|---|---|---|---|---|---|
| AMERICAN MOTORS/RENAULT** | 6 | 8 | 3 | 2 | 19 | (17) |
| AMC Eagle | 1 | 0 | 0 | 2 | 3 | (3) |
| Renault Alliance | 5 | 8 | 3 | 0 | 16 | (8) |
| Renault Encore | 0 | 0 | 0 | 0 | 0 | (6) |
| CHRYSLER MOTORS | 22 | 14 | 1 | 3 | 40 | (54) |
| Chrysler Fifth Avenue | 1 | 0 | 0 | 0 | 1 | (1) |
| Laser | 0 | 0 | 0 | 0 | 0 | (3) |
| LeBaron | 1 | 0 | 0 | 1 | 2 | (6) |
| LeBaron GTS | 2 | 0 | 0 | 0 | 2 | (2) |
| LeBaron J | 0 | 2 | 1 | 0 | 3 | (0) |
| Limousine | 0 | 0 | 0 | 0 | 0 | (1) |
| New Yorker | 1 | 0 | 0 | 0 | 1 | (1) |
| Dodge Diplomat | 2 | 0 | 0 | 0 | 2 | (2) |
| Aries | 2 | 2 | 0 | 1 | 5 | (8) |
| Charger | 0 | 2 | 0 | 0 | 2 | (3) |
| Daytona | 0 | 3 | 0 | 0 | 3 | (2) |
| Dodge 600 | 2 | 0 | 0 | 0 | 2 | (5) |
| Lancer | 2 | 0 | 0 | 0 | 2 | (2) |
| Omni | 1 | 0 | 0 | 0 | 1 | (3) |
| Shadow | 1 | 1 | 0 | 0 | 2 | (0) |
| Plymouth Gran Fury | 1 | 0 | 0 | 0 | 1 | (1) |
| Caravelle | 2 | 0 | 0 | 0 | 2 | (2) |
| Horizon | 1 | 0 | 0 | 0 | 1 | (2) |
| Reliant | 2 | 2 | 0 | 1 | 5 | (8) |
| Sundance | 1 | 1 | 0 | 0 | 2 | (0) |
| Turismo | 0 | 1 | 0 | 0 | 1 | (2) |
| FORD MOTOR CO | 24 | 29 | 2 | 14 | 69 | (80) |
| Ford LTD Crown Victoria | 2 | 2 | 0 | 4 | 8 | (8) |
| Escort | 1 | 3 | 0 | 1 | 5 | ([illegible]) |
| Escort EXP | 0 | 2 | 0 | 0 | 2 | (2) |
| LTD | 0 | 0 | 0 | 0 | 0 | (3) |
| Mustang | 0 | 3 | 2 | 0 | 5 | (6) |
| Taurus | 4 | 0 | 0 | 4 | 8 | (8) |
| Tempo | 4 | 4 | 0 | 0 | 8 | (4) |
| Thunderbird | 0 | 4 | 0 | 0 | 4 | (3) |
| Lincoln | 3 | 0 | 0 | 0 | 3 | (3) |
| Continental | 2 | 0 | 0 | 0 | 2 | (2) |
| Mark VII | 0 | 3 | 0 | 0 | 3 | (3) |
| Mercury Grand Marquis | 2 | 1 | 0 | 2 | 5 | (5) |
| Capri | 0 | 0 | 0 | 0 | 0 | (2) |
| Cougar | 0 | 2 | 0 | 0 | 2 | (3) |
| Lynx | 1 | 3 | 0 | 1 | 5 | (8) |
| Marquis | 0 | 0 | 0 | 0 | 0 | (4) |
| Sable | 2 | 0 | 0 | 2 | 4 | (4) |
| Topaz | 3 | 2 | 0 | 0 | 5 | (4) |
| GENERAL MOTORS | 57 | 65 | 7 | 22 | 151 | (159) |
| Buick LeSabre | 3 | 2 | 0 | 1 | 6 | (5) |
| Electra | 3 | 1 | 0 | 1 | 5 | (6) |
| Century | 2 | 2 | 0 | 2 | 6 | (7) |
| Regal | 0 | 2 | 0 | 0 | 2 | (4) |
| Riviera | 0 | 1 | 0 | 0 | 1 | (2) |
| Skyhawk | 2 | 3 | 0 | 2 | 7 | (10) |
| Somerset/Skylark | 2 | 2 | 0 | 0 | 4 | (5) |
| Cadillac DeVille-Fleetwood | 3 | 1 | 0 | 0 | 4 | (4) |
| Allante | 0 | 0 | 1 | 0 | 1 | (0) |
| Brougham | 1 | 0 | 0 | 0 | 1 | (1) |
| Cimarron | 1 | 0 | 0 | 0 | 1 | (1) |
| Eldorado | 0 | 1 | 0 | 0 | 1 | (1) |
| Limousine | 2 | 0 | 0 | 0 | 2 | (2) |
| Seville | 1 | 0 | 0 | 0 | 1 | (1) |
| Chevrolet Caprice | 4 | 1 | 0 | 2 | 7 | (5) |
| Camaro | 0 | 2 | 2 | 0 | 4 | (3) |
| Cavalier | 3 | 6 | 1 | 3 | 13 | (13) |
| Celebrity | 1 | 1 | 0 | 2 | 4 | (4) |
| Chevette | 1 | 1 | 0 | 0 | 2 | (2) |
| Corsica/Beretta | 1 | 1 | 0 | 0 | 2 | (0) |
| Corvette | 0 | 1 | 1 | 0 | 2 | (2) |
| Monte Carlo | 0 | 3 | 0 | 0 | 3 | (3) |
| Nova | 2 | 0 | 0 | 0 | 2 | (2) |
| Oldsmobile Delta 88 | 2 | 2 | 0 | 1 | 5 | (5) |
| Oldsmobile 98 | 3 | 1 | 0 | 0 | 4 | (4) |
| Calais | 2 | 2 | 0 | 0 | 4 | (4) |
| Cutlass Ciera | 2 | 2 | 0 | 2 | 6 | (7) |
| Cutlass Supreme | 2 | 3 | 0 | 0 | 5 | (5) |
| Firenza | 2 | 4 | 0 | 1 | 7 | (7) |
| Toronado | 0 | 2 | 0 | 0 | 2 | (1) |
| Pontiac Bonneville | 2 | 0 | 0 | 1 | 3 | (3) |
| Fiero | 0 | 4 | 0 | 0 | 4 | (4) |
| Firebird | 0 | 2 | 0 | 0 | 2 | (3) |
| Grand Am | 3 | 3 | 0 | 0 | 6 | (6) |
| Grand Prix | 0 | 3 | 0 | 0 | 3 | (4) |
| Parisienne | [illegible] | 0 | 0 | 0 | 0 | (3) |
| Pontiac 1000 | 1 | 1 | 0 | 0 | 2 | (2) |
| Pontiac 6000 | 4 | 1 | 0 | 3 | 8 | (9) |
| Sunbird | 2 | 4 | 2 | 1 | 9 | (9) |
| HONDA** | 4 | 2 | 0 | 0 | 6 | (5) |
| Accord | 3 | 2 | 0 | 0 | 5 | (5) |
| Civic | 1 | 0 | 0 | 0 | 1 | (0) |
| NISSAN** | 3 | 5 | 0 | 2 | 10 | (3) |
| Sentra | 3 | 5 | 0 | 2 | 10 | (3) |
| TOYOTA** | 0 | 3 | 0 | 0 | 3 | (0) |
| Corolla FX | 0 | 3 | 0 | 0 | 3 | (0) |
| VOLKSWAGEN** | 3 | 3 | 0 | 0 | 6 | (3) |
| Golf | 2 | 2 | 0 | 0 | 4 | (2) |
| GTI | 0 | 1 | 0 | 0 | 1 | (1) |
| Jetta | 1 | 0 | 0 | 0 | 1 | (0) |
| 1987 TOTALS | 119 | 129 | 13 | 43 | 304 | |
| 1986 TOTALS (end of model year) | 119 | 144 | 13 | 45 | | (321) |

NOTES: *—Two-door models include hatchbacks, which some makers list as three-door models.
**—Totals for Renault, Honda, Nissan, Toyota and Volkswagen include only U.S.-built models.

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## 1987 U.S. MODELS BY MARKET CLASS, BODY STYLE

| | 4-Door Models | 2-Door Models* | Convert-ibles | 4-Door Wagons | 1987 Totals | (Final 1986 Totals) |
|---|---|---|---|---|---|---|
| SUBCOMPACT** | 21 | 41 | 3 | 4 | 69 | (68) |
| Accord★ | 0 | 0 | 0 | 0 | 0 | (5) |
| Alliance | 5 | 8 | 3 | 0 | 16 | (8) |
| Charger | 0 | 2 | 0 | 0 | 2 | (3) |
| Chevette | 1 | 1 | 0 | 0 | 2 | (2) |
| Civic | 1 | 0 | 0 | 0 | 1 | (0) |
| Corolla FX | 0 | 3 | 0 | 0 | 3 | (0) |
| Daytona | 0 | 3 | 0 | 0 | 3 | (2) |
| Encore | 0 | 0 | 0 | 0 | 0 | (6) |
| Escort | 1 | 3 | 0 | 1 | 5 | (8) |
| Escort EXP | 0 | 2 | 0 | 0 | 2 | (2) |
| Fiero | 0 | 4 | 0 | 0 | 4 | (4) |
| Golf | 2 | 2 | 0 | 0 | 4 | (2) |
| GTI | 0 | 1 | 0 | 0 | 1 | (1) |
| Horizon | 1 | 0 | 0 | 0 | 1 | (2) |
| Laser | 0 | 0 | 0 | 0 | 0 | (3) |
| Lynx | 1 | 3 | 0 | 1 | 5 | (8) |
| Nova | 2 | 0 | 0 | 0 | 2 | (2) |
| Omni | 1 | 0 | 0 | 0 | 1 | (3) |
| Pontiac 1000 | 1 | 1 | 0 | 0 | 2 | (2) |
| Sentra | 3 | 5 | 0 | 2 | 10 | (3) |
| Shadow | 1 | 1 | 0 | 0 | 2 | (0) |
| Sundance | 1 | 1 | 0 | 0 | 2 | (0) |
| Turismo | 0 | 1 | 0 | 0 | 1 | (2) |
| COMPACT** | 27 | 36 | 7 | 12 | 82 | (87) |
| Accord★ | 3 | 2 | 0 | 0 | 5 | (0) |
| Aries | 2 | 2 | 0 | 1 | 5 | (8) |
| Camaro | 0 | 2 | 2 | 0 | 4 | (3) |
| Capri | 0 | 0 | 0 | 0 | 0 | (2) |
| Cavalier | 3 | 6 | 1 | 3 | 13 | (13) |
| Cimarron | 1 | 0 | 0 | 0 | 1 | (1) |
| Eagle | 1 | 0 | 0 | 2 | 3 | (3) |
| Firebird | 0 | 2 | 0 | 0 | 2 | (3) |
| Firenza | 2 | 4 | 0 | 1 | 7 | (7) |
| Jetta | 1 | 0 | 0 | 0 | 1 | (0) |
| LeBaron | 1 | 0 | 0 | 1 | 2 | (6) |
| Mustang | 0 | 3 | 2 | 0 | 5 | (6) |
| Reliant | 2 | 2 | 0 | 1 | 5 | (8) |
| Skyhawk | 2 | 3 | 0 | 2 | 7 | (10) |
| Sunbird | 2 | 4 | 2 | 1 | 9 | (9) |
| Tempo | 4 | 4 | 0 | 0 | 8 | (4) |
| Topaz | 3 | 2 | 0 | 0 | 5 | (4) |
| INTERMEDIATE | 34 | 33 | 1 | 15 | 83 | (98) |
| Bonneville★★ | 0 | 0 | 0 | 0 | 0 | (3) |
| Calais | 2 | 2 | 0 | 0 | 4 | (4) |
| Caravelle | 2 | 0 | 0 | 0 | 2 | (2) |
| Celebrity | 1 | 1 | 0 | 2 | 4 | (4) |
| Century | 2 | 2 | 0 | 2 | 6 | (7) |
| Corsica/Beretta | 1 | 1 | 0 | 0 | 2 | (0) |
| Cougar | 0 | 2 | 0 | 0 | 2 | (3) |
| Cutlass Ciera | 2 | 2 | 0 | 2 | 6 | (7) |
| Cutlass Supreme | 2 | 3 | 0 | 0 | 5 | (5) |
| Dodge 600 | 2 | 0 | 0 | 0 | 2 | (5) |
| Grand Am | 3 | 3 | 0 | 0 | 6 | (6) |
| Grand Prix | 0 | 3 | 0 | 0 | 3 | (4) |
| Lancer | 2 | 0 | 0 | 0 | 2 | (2) |
| LeBaron GTS | 2 | 0 | 0 | 0 | 2 | (2) |
| LeBaron J | 0 | 2 | 1 | 0 | 3 | (0) |
| LTD | 0 | 0 | 0 | 0 | 0 | (3) |
| Marquis | 0 | 0 | 0 | 0 | 0 | (4) |
| Monte Carlo | 0 | 3 | 0 | 0 | 3 | (3) |
| New Yorker | 1 | 0 | 0 | 0 | 1 | (1) |
| Pontiac 6000 | 4 | 1 | 0 | 3 | 8 | (9) |
| Regal | 0 | 2 | 0 | 0 | 2 | (4) |
| Sable | 2 | 0 | 0 | 2 | 4 | (4) |
| Somerset/Skylark | 2 | 2 | 0 | 0 | 4 | (5) |
| Taurus | 4 | 0 | 0 | 4 | 8 | (8) |
| Thunderbird | 0 | 4 | 0 | 0 | 4 | (3) |
| STANDARD | 18 | 8 | 0 | 11 | 37 | (34) |
| LeSabre | 3 | 2 | 0 | 1 | 6 | (5) |
| Caprice | 4 | 1 | 0 | 2 | 7 | (5) |
| Diplomat | 2 | 0 | 0 | 0 | 2 | (2) |
| LTD Crown Victoria | 2 | 2 | 0 | 4 | 8 | (8) |
| Grand Marquis | 2 | 1 | 0 | 2 | 5 | (5) |
| Delta 88 | 2 | 2 | 0 | 1 | 5 | (5) |
| Gran Fury | 1 | 0 | 0 | 0 | 1 | (1) |
| Bonneville★★ | 2 | 0 | 0 | 1 | 3 | (0) |
| Parisienne | 0 | 0 | 0 | 0 | 0 | (3) |
| LUXURY | 19 | 11 | 2 | 1 | 33 | (34) |
| Allante | 0 | 0 | 1 | 0 | 1 | (0) |
| Electra | 3 | 1 | 0 | 1 | 5 | (6) |
| Cadillac Brougham | 1 | 0 | 0 | 0 | 1 | (1) |
| DeVille-Fleetwood | 3 | 1 | 0 | 0 | 4 | (4) |
| Cadillac Limousine | 2 | 0 | 0 | 0 | 2 | (2) |
| Fifth Avenue | 1 | 0 | 0 | 0 | 1 | (1) |
| Chrysler Limousine | 0 | 0 | 0 | 0 | 0 | (1) |
| Continental | 2 | 0 | 0 | 0 | 2 | (2) |
| Corvette | 0 | 1 | 1 | 0 | 2 | (2) |
| Eldorado | 0 | 1 | 0 | 0 | 1 | (1) |
| Lincoln | 3 | 0 | 0 | 0 | 3 | (3) |
| Mark VII | 0 | 3 | 0 | 0 | 3 | (3) |
| Oldsmobile 98 | 3 | 1 | 0 | 0 | 4 | (4) |
| Riviera | 0 | 1 | 0 | 0 | 1 | (2) |
| Seville | 1 | 0 | 0 | 0 | 1 | (1) |
| Toronado | 0 | 2 | 0 | 0 | 2 | (1) |
| 1987 TOTALS | 119 | 129 | 13 | 43 | 304 | |
| 1986 TOTALS (end of model year) | 119 | 144 | 13 | 45 | | (321) |

NOTES: *—Two-door models include hatchbacks, which some makers list as three-door models.
**—In the Subcompact and Compact listings, totals include only U.S.-built models for Renault Alliance and Encore; Honda Civic and Accord; Nissan Sentra; Toyota Corolla; and Volkswagen Golf, GTI and Jetta.
★Honda Accord was classified as a subcompact for 1986. It is classified as a compact for 1987.
★★1986 Bonneville was an intermediate; 1987 Bonneville is a standard-size car.

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# U.S. 1987-model light-duty truck specifications

| Make and Model | Dimensions and Capacities | | | | | | | | | | Standard Engine | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | | | | | | | | | |
| **AMC/JEEP** Wrangler* | 93.4 | — | 152.0 | — | 66.0 | 72.0 | 3,702- 3,828 | 800- | 15.0 | 15.0 | L4 | 2.5/150 | F.I. | 117 | X | 4.2/258, 2V, L6 |
| Comanche Pickup | 113.0 | 119.6 | 179.2 | 194.0 | 71.7 | 63.7 | 4,477- 4,719 | 1,200-2,205 | 15.0 | 16.0 | L4 | 2.5/150 | F.I. | 121 | X | 4.0/242, F.I., L6; 2.1/126, L4, turbodiesel |
| *J-10 Pickup | 130.7 | — | 206.0 | — | 78.9 | 69.0 | 6,200- 8,400 | 2,125-2,410 | 15.0 | 18.2 | L6 | 4.2/258 | 2V | 112 | X | 5.9/360, 2V, V-8 |
| *J-20 Pickup | 130.8 | — | 206.0 | — | 78.9 | 70.0 | 8,400- | 3,214-4,014 | 16.5 | 18.2 | V-8 | 5.9/360 | 2V | 144 | X | |
| Cherokee/Wagoneer | 101.4 | — | 165.3 | — | 70.5 | 63.3 | 4,393- 4,797 | 1,150- | 15.0 | 13.5 | L4 | 2.5/150 | F.I. | 121 | X | 4.0/242, F.I., L6; 2.1/126, L4, turbodiesel |
| *Grand Wagoneer | 108.7 | — | 186.4 | — | 74.8 | 66.4 | 5,975- 6,200 | 1,300- | 15.0 | 20.3 | L6 | 5.9/360 | 2V | 144 | X | |
| **NISSAN** Pickup | 104.3 | 116.1 | 174.2 | 190.0 | 65.0 | 62.0 | 4,400- 5,100 | 1,000-1,400 | 14.0 | 15.9 | L4 | 2.4/146 | F.I. | 106 | X | 3.0/180.6, F.I., V-6 |
| King Cab Pickup | 116.1 | — | 190.0 | — | 65.0 | 62.4 | 4,400- 5,100 | 1,400- | 14 | 15.9 | L4 | 2.4/146 | F.I. | 106 | X | 3.0/180.6, F.I., V-6 |
| **DODGE** Dakota | 111.9 | 123.9 | 185.9 | 204.4 | 68.4 | 64.2 | 4,110- 5,930 | 1,250-2,550 | 14.0 | 15.0 | L4 | 2.2/135 | 2V | 93 | X | 3.9/239, 2V |
| D150 Pickup | 115.0 | 131.0 | 190.8 | 210.8 | 79.5 | 69.0 | 4,950- 6,050 | 1,424-2,388 | 15.0 | 20.0 | L6 | 3.7/225 | 1V | 95 | X | 5.2/318, 2V, V-8; 5.9/360, 4V, V-8 |
| D250 Pickup | 131.0 | — | 210.8 | — | 79.5 | 73.0 | 6,600- 8,510 | 2,681-4,331 | 16.5 | 20.0 | L6 | 3.7/225 | 1V | 95 | X | 5.2/318, 2V, V-8; 5.9/360, 4V, V-8 |
| D350 Pickup | 131.0 | — | 210.8 | — | 79.5 | 72.0 | 8,700- | 4,448- | 16.5 | 20.0 | V-8 | 5.9/360 | 4V | 185 | X | |
| Caravan/Mini Ram V/Plym. Voyager | 112.0 | 119.0 | 175.9 | 190.5 | 69.6 | 64.2 | 4,060- 5,020 | 1,200-2,010 | 14.0 | 15.0 | L4 | 2.2/135 | 2V | 96 | | 2.5/153, F.I., L4; 2.6/156, F.I., L4; 3.0/187, F.I., V-6** |
| Ramcharger | 106.0 | — | 184.6 | — | 79.5 | 69.7 | 5,600- 6,400 | 1,470-1,851 | 15.0 | 35.0 | V-8 | 5.2/318 | 2V | 145 | X | 5.9/360, 4V, V-8 |
| B150 Van | 109.6 | 127.6 | 178.9 | 196.9 | 79.8 | 79.6 | 5,000- 5,300 | 1,308-1,714 | 15.0 | 22.0 | L6 | 3.7/225 | 1V | 95 | | |
| **FORD** Ranger Pickup | 107.9 | 125.0 | 175.6 | 192.7 | 66.9 | 64.0 | 3,820- 4,740 | 1,220-1,750 | 14.0 | 15.2 | L4 | 2.3/140 | F.I. | 90 | X | 2.9/179, F.I., V-6; 2.3/140, L-4, turbodiesel |
| Bronco II | 94.0 | — | 158.3 | — | 68.0 | 68.2 | 3,770- 3,823 | 600- | 15.0 | 23.0 | V-6 | 2.9/179 | F.I. | 140 | X | |
| F-150 Pickup | 116.8 | 155.0 | 194.1 | 230.3 | 79.1 | 69.9 | 4,800- 6,250 | 1,245-2,375 | 15.0 | 16.5 | L6 | 4.9/300 | F.I. | 145 | X | 5.0/302, F.I., V-8; 5.8/351, HO4V, V-8 |
| F-250 Pickup | 133.0 | 155.0 | 208.3 | 230.3 | 79.1 | 73.0 | 6,300- 8,800 | 2,380-4,515 | 16.0 | 19.0 | L6 | 4.9/300 | F.I. | 145 | X | 5.0/302, F.I., V-8; 5.8/351, HO4V, V-8; 6.9/421, diesel, V-8; 7.5/460, 4V, V-8 |
| F-350 Pickup | 133.0 | 168.4 | 210.2 | 245.7 | 79.1 | 73.4 | 8,800-11,000 | 4,210-6,750 | 16.0 | 19.0 | V-8 | 5.8/351 | 4V | 190 | X | 6.9/421, diesel, V-8; 7.5/460, 4V, V-8 |
| *Bronco | 104.7 | — | 180.5 | — | 79.1 | 74.0 | 5,688- 6,300 | 1,200-1,350 | 15.0 | 32.0 | L6 | 4.9/300 | F.I. | 145 | X | 5.0/302, F.I., V-8; 5.8/351, HO4V, V-8 |
| E-150 Van | 124.0 | 138.0 | 186.6 | 226.8 | 79.9 | 79.2 | 5,400- 6,500 | 1,305-2,365 | 15.0 | 18.0 | L6 | 4.9/300 | F.I. | 145 | | 5.0/302, F.I., V-8; 5.8/351, HO4V, V-8 |
| Aerostar | 118.9 | — | 174.9 | — | 71.7 | 72.9 | 4,120- 5,100 | 1,200-2,040 | 14.0 | 17.0 | L4 | 2.3/140 | F.I. | 88 | | 3.0/182, F.I., V-6 |
| **GENERAL MOTORS**: CHEVROLET/GMC | | | | | | | | | | | | | | | | |
| El Camino/Caballero | 117.1 | — | 201.6 | — | 71.9 | 53.8 | 4,568- 4,791 | 1,250- | 14.0 | 17.4 | V-6 | 4.3/262 | F.I. | 130 | | 5.0/305, 4V, V-8 |
| S-10/15 Pickup | 108.3 | 122.9 | 178.2 | 194.2 | 64.7 | 61.3 | 3,570- 5,284 | 1,000-1,625 | 14.0 | 13.2 | L4 | 2.5/151 | F.I. | 98 | X | 2.8/173, F.I., V-6 |
| S-10/15 Blazer/Jimmy (2 and 4wd) | 100.5 | — | 170.3 | — | 65.4 | 64.7 | 3,894- 4,872 | 1,000- | 15.0 | 13.2 | L4 | 2.5/151 | F.I. | 98 | X | 2.8/173, F.I., V-6 |
| R/V-10/1500 Pickup | 117.5 | 131.5 | 193.5 | 212.2 | 79.6 | 69.2 | 4,900- 6,100 | 1,014-2,572 | 15.0 | 16.0 | V-6 | 4.3/262 | F.I. | 155 | X | 5.0/305, 4V, V-8; 6.2/379, diesel, V-8 |
| R/V-20/2500 Pickup | 131.5 | 164.5 | 212.2 | 246.4 | 79.6 | 72.2 | 6,400- 8,600 | 1,913-4,759 | 16.0 | 20.0 | V-6 | 4.3/262 | F.I. | 155 | X | 4.8/292, 1V, L6; 5.0/305, 4V, V-8; 5.7/350, 4V, V-8; 6.2/379, diesel, V-8 |
| R/V-30/3500 Pickup | 131.5 | 164.5 | 212.2 | 246.4 | 79.6 | 73.6 | 9,000-10,000 | 3,654-5,736 | 16.0 | 20.0 | V-8 | 5.7/350 | F.I. | 195 | X | 7.4/454, 4V, V-8; 6.2/379, diesel, V-8 |
| C/K 10/1500 Pickup (1988) | 117.5 | 155.5 | 194.1 | 236.9 | 76.7 | 70.4 | 5,200- 6,200 | 1,128-1,926 | 15.0 | 25.0 | V-6 | 4.3/262 | F.I. | 160 | X | 5.0/305, F.I., V-8; 350, F.I., V-8 |
| C/K 20/2500 Pickup (1988) | 131.5 | 155.5 | 212.9 | 236.9 | 76.7 | 73.0 | 7,200- | 2,112-3,267 | 16.0 | 25.0 | V-6 | 4.3/262 | F.I. | 160 | X | 5.0/305, F.I., V-8; 5.7/350, F.I., V-8; 6.2/379, diesel, V-8 |
| C/K 30/3500 Pickup (1988) | 131.5 | 155.5 | 212.9 | 236.9 | 76.7 | 75.4 | 8,600-10,000 | 3,157-5,197 | 16.0 | 25.0 | V-8 | 5.7/350 | F.I. | 210 | X | 7.4/454, F.I., V-8; 6.2/379, diesel, V-8 |
| *Blazer/Jimmy (4wd) | 106.5 | — | 184.8 | — | 79.6 | 73.8 | 6,100- 6,250 | 1,331-1,688 | 15.0 | 25.0 | V-8 | 5.0/305 | F.I. | 170 | X | 6.2/379, diesel, V-8 |
| R-10/1500 Suburban | 129.5 | — | 219.1 | — | 79.6 | 72.0 | 6,100- 7,300 | 1,756-2,478 | 15.0 | 25.0 | V-8 | 5.0/305 | F.I. | 170 | X | 5.7/350, 4V, V-8; 7.4/454, 4V, V-8; 6.2/379, diesel, V-8 |
| G-10/1500 Van | 110.0 | 125.0 | 178.2 | 202.2 | 79.5 | 79.4 | 4,900- 6,000 | 1,101-2,376 | 15.0 | 22.0 | V-6 | 4.3/262 | F.I. | 170 | | 5.0/305, 4V, V-8 |
| Astro/Safari Van (cargo & passenger) | 111.0 | — | 176.8 | — | 77.0 | 74.5 | 4,088- 5,681 | 1,000-1,700 | 15.0 | 17.0 | L4 | 2.5/151 | F.I. | 98 | | 4.3/262, F.I., V-6 |

NOTES: All pickup trucks are standard cab versions unless otherwise specified.
*—4wd only
**—Will replace 2.6 L-4 at midyear

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# Import 1987-model light-duty truck specifications

| Make and Model | Dimensions and Capacities | | | | | | | | | | Standard Engine | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | | | | | | | | | |
| **DODGE** Raider | 92.5 | — | 157.3 | — | 66.1 | 72.4 | 4,225-4,269 | 1,050- | 15 | 15.9 | I-4 | 2.6/156 | 2V | 109 | X | None |
| Ram 50 | 105.1 | 116.1 | 177.0 | 193.5 | 65.2 | 58.3 | 4,165-4,895 | 1,050-2,000 | 14 | 13.7 | I-4 | 2.0/122 | 2V | 90 | X | 2.6/156, 2V, I-4 |
| **ISUZU** P'up | 104.3 | 117.9 | 174.4 | 191.5 | 63.0 | 59.3 | 3,550-4,550 | 1,035-1,690 | 14 | 13.2 | I-4 | 1.9/119 | 2V | 82 | X | 2.3/137, 2V, I-4; 2.2/136 (turbodiesel), I-4 |
| Trooper | 104.3 | — | 175.2 | — | 65.0 | 71.7 | 4,740- | 1,136-1,374 | 15 | 21.9 | I-4 | 2.3/137 | 2V | 96 | X | 2.2/136 (turbodiesel), I-4 |
| **MAZDA** B2200/2600 | 106.7 | 117.5 | 177.6 | 198.8 | 65.7 | 61.8 | 4,460-4,850 | 1,400-1,500 | 14 | 14.8 | I-4 | 2.2/133 | 2V | 85 | X | B2600: 2.6/156, 2V, I-4, 102 hp |
| **MITSUBISHI** Pickup | 105.1 | 116.1 | 177.0 | 193.5 | 65.2 | 58.3 | 4,165-4,895 | 1,050-2,000 | 14 | 13.7 | I-4 | 2.0/122 | 2V | 90 | X | 2.6/156, 2V, I-4 |
| Montero | 92.5 | — | 157.3 | — | 66.1 | 72.4 | 4,310-4,325 | 1,050- | 15 | 15.9 | I-4 | 2.6/156 | 2V | 109 | X | None |
| Van/Wagon | 88.0 | — | 175.2 | — | 66.5 | 71.3 | 4,795- | 1,576-1,951 | 14 | 14.2 | I-4 | 2.4/143 | EFI | 107 | | None |
| **NISSAN** Pickup | 104.3 | 116.1 | 174.2 | 190.0 | 65.0 | 62.0 | 4,200-5,100 | 1,000-2,000 | 14 | 15.9 | I-4 | 2.4/146 | EFI | 106 | X | 3.0/180.6, EFI, V-6 |
| Pathfinder | 104.3 | — | 171.9 | — | 66.5 | 65.7 | 4,960- | 1,150- | 15 | 15.9 | I-4 | 2.4/146 | EFI | 106 | X | 3.0/180.6, EFI, V-6 |
| Van | 92.5 | — | 178.0 | — | 66.5 | 72.4 | 4,800- | 1,470- | 14 | 17.7 | I-4 | 2.4/146 | EFI | 106 | X | None |
| **RANGE ROVER** | 100.0 | — | 175.0 | — | 71.6 | 70.8 | 5,997 | 1,694 | 16 | 21.0 | V-8 | 3.5/215 | F.I. | 150 | X | None |
| **SUZUKI** Samurai | 79.9 | — | 135.0 | 135.4 | 60.2 | 65.6 | 2,932- | 805- 838 | 15 | 10.6 | I-4 | 1.3/80.8 | 2V | 64 | X | None |
| **TOYOTA** Pickup | 103.0 | 121.5 | 174.6 | 195.5 | 63.8 | 60.8 | 4,400-5,500 | 1,400-2,655 | 14 | 17.2 | I-4 | 2.4/144 | EFI | 116 | X | 2.4/144, EFI, turbo |
| 4Runner | 103.0 | — | 174.6 | — | 66.5 | 66.1 | 5,080- | 700- | 15 | 17.2 | I-4 | 2.4/144 | EFI | 116 | X | 2.4/144, EFI, turbo |
| Van | 88.0 | — | 175.8 | — | 66.3 | 70.3 | 4,500-5,000 | 1,495-1,620 | 14 | 15.9 | I-4 | 2.2/135 | EFI | 101 | X | None |
| **VOLKSWAGEN** Vanagon | 96.9 | — | 179.9 | — | 72.6 | 77.2 | 5,200- | 1,578-1,904 | 14 | 15.9 | H-4 | 2.1/129 | EFI | 95 | X | None |

NOTE: These tables have been compiled from information supplied by factories, distributors and other direct sources. Every reasonable precaution has been taken to insure accuracy, but Automotive News cannot assume any liability by reason of inaccuracies or omissions. Specifications are subject to change without notice.

# PRICES

## RETAIL PRICES, 1987 U.S. MODELS

This table shows the prices of 1987 U.S.-built models as of March 25, 1987. All prices are Manufacturers' Suggested Retail Prices. They do not include destination charges, state and local taxes, optional equipment or any charges that may be passed on to the buyer. In the equipment section, "STD." means standard equipment; "N.A." means the item is not available on the model mentioned. On some models, the standard-equipment radio is a delete option.

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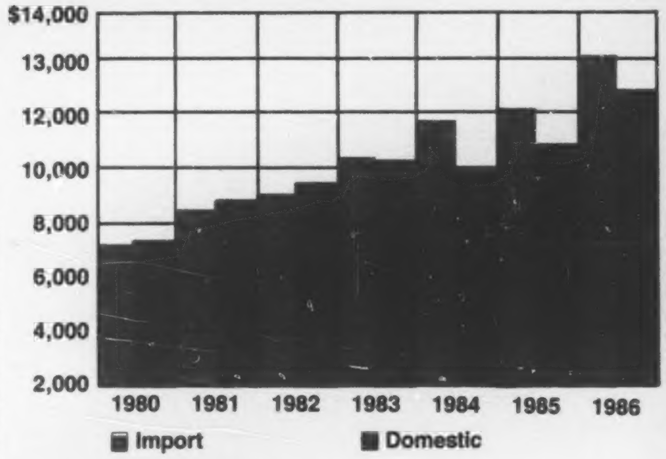
| | 4-Door | 2-Door | 2-Door Hatchback | Convertible | 4-Door Wagon | Automatic Trans. | Power Steering | Power Brakes | Radio | Air Cond. |
|---|---|---|---|---|---|---|---|---|---|---|
| **AMERICAN MOTORS** Eagle 6 | $11,485 | | | | $12,301 | $402 | std. | std. | $197* | $843 |
| Eagle Limited 6 | | | | | 13,033 | 402 | std. | std. | 197* | 843 |
| *—Radio is AM/FM unit. | | | | | | | | | | |
| **BUICK** Skyhawk Custom 4 | 8,559 | $8,522 | | | 9,249 | 490 | $225 | std. | std. | 675 |
| Skyhawk Sport 4 | | | $8,965 | | | 490 | 225 | std. | std. | 675 |
| Skyhawk Limited 4 | 9,503 | 9,445 | | | 9,841 | 490 | 225 | std. | std. | 675 |
| Skylark Custom 4 | 9,915 | | | | | 490 | std. | std. | std. | 675 |
| Skylark Limited 4 | 11,003 | | | | | 490 | std. | std. | std. | 675 |
| Somerset Custom 4 | | 9,957 | | | | 490 | std. | std. | std. | 675 |
| Somerset Limited 4 | | 11,003 | | | | 490 | std. | std. | std. | 675 |
| Century Custom 4 | 10,989 | 10,844 | | | 11,478 | std. | std. | std. | std. | 775 |
| Century Limited 4 | 11,593 | 11,397 | | | | std. | std. | std. | std. | 775 |
| Century Estate Wagon 4 | | | | | 11,998 | std. | std. | std. | std. | 775 |
| Regal V-6 | | 11,562 | | | | std. | std. | std. | std. | 775 |
| Regal Limited V-6 | | 12,303 | | | | std. | std. | std. | std. | 775 |
| LeSabre V-6 | 13,438 | | | | | std. | std. | std. | std. | std. |
| LeSabre Custom V-6 | 13,616 | 13,616 | | | | std. | std. | std. | std. | std. |
| LeSabre Limited V-6 | 14,918 | 14,918 | | | | std. | std. | std. | std. | std. |
| LeSabre Estate Wagon V-8 | | | | | 14,724 | std. | std. | std. | std. | std. |
| Electra V-6 | 16,902 | | | | | std. | std. | std. | std. | std. |
| Electra T-Type V-6 | 18,224 | | | | | std. | std. | std. | std. | std. |
| Electra Park Avenue V-6 | 18,769 | 18,577 | | | | std. | std. | std. | std. | std. |
| Electra Estate Wagon V-8 | | | | | 17,697 | std. | std. | std. | std. | std. |
| Riviera V-6 | | 20,337 | | | | std. | std. | std. | std. | std. |
| **CADILLAC** Cimarron 4 | 15,032 | | | | | 415 | std. | std. | std. | std. |
| DeVille V-8 | 21,659 | 21,316 | | | | std. | std. | std. | std. | std. |
| Fleetwood d'Elegance V-8 | 26,104 | | | | | std. | std. | std. | std. | std. |
| Fleetwood Sixty Special V-8 | 34,850 | | | | | std. | std. | std. | std. | std. |
| Brougham V-8 | 22,637 | | | | | std. | std. | std. | std. | std. |
| Eldorado V-8 | | 23,740 | | | | std. | std. | std. | std. | std. |
| Seville V-8 | 26,326 | | | | | std. | std. | std. | std. | std. |
| Fleetwood Limousine V-8 | 36,510 | | | | | std. | std. | std. | std. | std. |
| Formal Limousine V-8 | 38,580 | | | | | std. | std. | std. | std. | std. |
| Allante V-8 | | | | 54,700 | | std. | std. | std. | std. | std. |
| **CHEVROLET** Chevette 4 | 5,495 | | 4,995 | | | 450 | 225 | $105 | std. | 675 |
| Cavalier 4 | 7,449 | 7,255 | | | 7,615 | 490 | 225 | std. | 122 | 675 |
| Cavalier CS 4 | 7,953 | | 7,978 | | 8,140 | 490 | 225 | std. | std. | 675 |
| Cavalier RS 4 | 8,499 | 8,318 | 8,520 | $13,446 | 8,677 | 490 | std. | std. | std. | 675 |
| Cavalier Z-24 V-6 | | 9,913 | 10,115 | | | 415 | std. | std. | std. | 675 |
| Nova 4 | 8,258 | | | | | * | * | std. | std. | * |
| Nova Hatchback 4 | 8,510 | | | | | * | * | std. | std. | * |
| Celebrity 4 | 10,265 | 9,995 | | | 10,425 | std. | std. | std. | std. | 775 |
| Celebrity 3-Seat Wagon 4 | | | | | 10,672 | std. | std. | std. | std. | 775 |
| Camaro V-6 | | 9,995 | | | | 490 | std. | std. | std. | 775 |
| Camaro Convertible V-8 | | | | 14,794 | | 490 | std. | std. | std. | 775 |
| Camaro Z-28 V-8 | | 12,819 | | 17,218 | | 490 | std. | std. | std. | 775 |
| Corsica 4 (1988 model) | 8,995 | | | | | 490 | std. | std. | std. | 750 |
| Beretta 4 (1988 model) | | 9,555 | | | | 490 | std. | std. | std. | 750 |
| Monte Carlo LS V-6 | | 11,306 | | | | std. | std. | std. | std. | 775 |
| Monte Carlo SS V-8 | | 13,463 | | | | std | std. | std. | std. | 775 |
| Monte Carlo SS Aero V-8 | | 14,838 | | | | std. | std. | std. | std. | 775 |
| Caprice V-6 | 10,995 | | | | | std. | std. | std. | std. | 775 |
| Caprice 3-Seat Wagon V-8 | | | | | 11,995 | std. | std. | std. | std. | 775 |
| Caprice Classic V-6 | 11,560 | 11,392 | | | | std. | std. | std. | std. | 775 |
| Caprice Classic 3-Seat Wagon V-8 | | | | | 12,586 | std. | std. | std. | std. | 775 |
| Caprice Classic Brougham V-6 | 12,549 | | | | | std. | std. | std. | std. | 775 |
| Caprice Classic Brougham LS V-6 | 13,805 | | | | | std. | std. | std. | std. | 775 |
| Corvette V-8 | | | 27,999 | 33,172 | | std. | std. | std. | std. | std. |
| *—Part of Nova option package; not priced separately. | | | | | | | | | | |
| **CHRYSLER** LeBaron 4 | 10,707 | | | | | std. | std. | std. | std. | 782 |
| LeBaron Town & Country 4 | | | | | 12,255 | std. | std. | std. | std. | 782 |
| LeBaron GTS 4 | 10,152 | | | | | 529 | std. | std. | std. | 782 |
| LeBaron GTS Premium 4 | 11,767 | | | | | 529 | std. | std. | std. | std. |
| LeBaron J 4 | | 11,295 | | | | 529 | std. | std. | std. | 782 |
| LeBaron J Premium 4 | | 12,288 | | | | 529 | std. | std. | std. | 925 |
| New Yorker 4 | 14,396 | | | | | std. | std. | std. | std. | 925 |

Continued on page 78

## NEW CAR AVERAGE TRANSACTION PRICES



### AVERAGE PRICE OF USED CARS SOLD BY FRANCHISED NEW-CAR DEALERS

| Year | Sales Price |
|---|---|
| 1976 | $2,400 |
| 1977 | 2,690 |
| 1978 | 2,930 |
| 1979 | 3,200 |
| 1980 | 3,380 |
| 1981 | 3,850 |
| 1982 | 4,300 |
| 1983 | 4,610 |
| 1984 | 4,950 |
| 1985 | 5,150 |
| 1986 | 5,570 |

SOURCE: NADA

### AVERAGE PRICE, NEW CARS

Expenditure Per Car

| Year | Domestic | Import | Average |
|---|---|---|---|
| 1976 | 5,506 | 4,923 | 5,418 |
| 1977 | 5,985 | 5,072 | 5,814 |
| 1978 | 6,478 | 5,934 | 6,379 |
| 1979 | 6,889 | 6,704 | 6,847 |
| 1980 | 7,609 | 7,482 | 7,574 |
| 1981 | 8,912 | 8,896 | 8,910 |
| 1982 | 9,865 | 9,957 | 9,890 |
| 1983 | 10,595 | 10,914 | 10,677 |
| 1984 | 11,159 | 12,097 | 11,379 |
| 1985 | 11,612 | 12,670 | 11,882 |
| 1986* | 12,473 | 13,014 | 12,621 |

*—Estimated.
SOURCE: U.S. Dept. of Commerce, Bureau Economic Analysis

## RETAIL PRICES, IMPORT CARS & LIGHT TRUCKS

PRICES IN EFFECT APRIL 3, 1987

The following prices are Manufacturers' Suggested Retail Prices. They include ocean freight and import duty. They do not include inland shipping charges, state or local taxes, optional equipment or special equipment required by state laws. Where East Coast and West Coast prices differ, East Coast prices are used, unless otherwise noted. Prices are for 1987 models, unless otherwise indicated.

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**ACURA**

**INTEGRA** — RS 3-door hatchback, $10,039; RS 5-door hatchback, $10,754; LS 3-door hatchback, $11,589; LS 5-door hatchback, $12,404. **5-speed transmission, power steering, power disc brakes** standard on all models. **Radio** standard on LS models. **Automatic transmission** is $545.

**LEGEND** — 4-door sedan, $20,258; 4-door sedan (with sunroof), $20,958; 4-door sedan (with luxury option package), $22,858; coupe, $22,458; L coupe, $25,718. **5-speed transmission, power steering, power disc brakes, radio, air conditioning** standard on all models. **Automatic transmission** is $650 on 4-door sedan, $720 on coupe.

All prices include dealer prep fee.

**ALFA ROMEO**

**SPIDER** — Graduate convertible, $14,500; Veloce convertible, $17,195; Quadrifoglio convertible (with removable hard top), $21,000. **5-speed transmission, power disc brakes standard on all models. Radio, air conditioning** standard on Quadrifoglio.

**MILANO** — Silver 4-door sedan, $15,400; Gold 4-door sedan, $16,000; Platinum 4-door sedan, $20,350. **5-speed transmission, power steering, power disc brakes, air conditioning** standard on all models. **Radio** standard on Platinum.

Prices do not include dealer prep fee of $160.

**ASTON MARTIN**

**V-8 COUPE** — Coupe, $112,000
**V-8 VANTAGE COUPE** — Coupe, $127,000
**V-8 VOLANTE** — Convertible, $137,800.
**V-8 VANTAGE VOLANTE** — Convertible, $147,800.
**LAGONDA** — 4-door sedan, $167,000.

**Power steering, power disc brakes, radio, air conditioning** standard on all models. **Automatic transmission** standard on Lagonda. **Automatic or 5-speed manual transmission** are no-charge choices on other models.

All prices include dealer prep fee.

**AUDI**

**4000 SERIES** — 4000S 4-door sedan, $15,875; 4000CS Quattro 4-door sedan (4-wheel drive), $19,850. **5-speed transmission, power steering, power disc brakes, air conditioning** standard on all models. **Radio** standard on Quattro. **Automatic transmission** is $500 on 4000S, not available on Quattro.

**COUPE GT** — Coupe, $17,580. **5-speed transmission, power steering, power disc brakes, air conditioning** standard on all models. **Automatic transmission** is $500.

**5000 SERIES** — 5000S 4-door sedan, $20,460; 5000S 4-door wagon, $21,790; 5000CS Turbo 4-door sedan, $26,640; 5000CS Turbo Quattro 4-door sedan, $31,215; 5000CS Turbo Quattro 4-door wagon, $32,555. **5-speed transmission, power steering, power disc brakes, air conditioning** standard on all models. **Radio** standard on Turbo sedan and Turbo Quattro sedan and wagon. **Automatic transmission** on base sedan and wagon and Turbo sedan, not available on Turbo Quattro sedan and wagon.

All prices include dealer prep fee.

**BENTLEY**

**BENTLEY EIGHT** — 4-door sedan, $89,900.
**CONTINENTAL** — Convertible, $173,200.

**Automatic transmission, power steering, power disc brakes, radio, air conditioning** standard on both models.

Prices include dealer prep fee.

**BERTONE**

**X1/9** — Coupe (with removable hard top), $11,730. **5-speed transmission** is standard. Price does not include dealer prep fee.

**BMW**

**3 SERIES** — 325 2-door sedan, $22,290; 325 4-door sedan, $22,850; 325es 2-door sedan, $24,370; 325e 4-door sedan, $25,150; 325is 2-door sedan, $26,990; 325i 4-door sedan, $26,990; 325i convertible, $28,875. **5-speed transmission, power steering, power disc brakes, radio, air conditioning** standard on all models. **Automatic transmission** is $595. Dealer prep fee is $190 on 325es 2-door and 325is 2-door, $130 on other models.

**5 SERIES** — 528e 4-door sedan, $28,330; 535i 4-door sedan, $33,600; 535is 4-door sedan, $35,200; M5 4-door sedan (1988 model), $43,500. **5-speed transmission, power steering, power disc brakes, radio, air conditioning** standard on all models. **Automatic transmission** is $595 on 528e, $795 on 535i and 535is, not available on M5. Gas-guzzler tax is $650 on 535i and 535is, $2,250 on M5. Dealer prep fee is $130 on 528e, $140 on 535i, $185 on 535is and $220 on M5.

**6 SERIES** — 635CSi coupe, $46,965; L6 coupe, $49,500; M6 coupe, $55,950. **Power steering, power disc brakes, radio, air conditioning** standard on all models. **Automatic transmission** is standard on L6; it is $795 on 635CSi and is not available on M6. Gas-guzzler tax is $650 on 635Csi and LG, $2,250 on M6. Dealer prep fee is $185 on 635CSi and L6, $225 on M6.

**7 SERIES** — 735i 4-door sedan (1987 model), $42,475; L7 four-door sedan (1987 model), $46,675; 735i (1988 model), $48,500. **Automatic transmission, power steering, power disc brakes, radio, air conditioning** standard on all models. Gas-guzzler tax is $850 on all models. Dealer prep fee is $145 on all models.

**CHEVROLET**

**SPRINT** — 2-door hatchback, $5,995; ER 2-door hatchback, $6,110; Turbo 2-door hatchback, $7,690; 4-door hatchback, $6,195. **5-speed transmission, power disc brakes** are standard. **Automatic transmission** is $420.

**SPECTRUM** — 2-door hatchback, $7,412; 4-door sedan, $7,709. **5-speed transmission, power disc brakes** are standard. **Automatic transmission** is part of an option package, cannot be ordered separately.

All prices include dealer prep fee.

**CHRYSLER**

**CONQUEST** — 2-door hatchback, $14,417. **5-speed transmission, power steering, power disc brakes, radio** are standard. **Automatic transmission** is $529.

Price includes dealer prep fee.

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# PRICES

## IMPORT PRICES

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### DODGE

**COLT** — E 3-door hatchback, $5,949; DL 3-door hatchback, $7,152; E 4-door sedan, $7,290; DL 4-door sedan, $7,591; Premier 4-door sedan, $8,522. **Power disc brakes** standard on all models. **Automatic transmission** is $434.

**COLT VISTA** — 5-door wagon (2-wheel drive), $10,398; 5-door wagon (4-wheel drive), $11,625. **5-speed transmission, power disc brakes** standard on both models. **Power steering** standard on 4wd Vista. **Automatic transmission** is $434.

**RAIDER (Sport/utility, 4-wheel drive)** — Raider (5-speed), $10,317. **Power steering, power disc brakes** are standard. **Automatic transmission** is $535.

All prices include dealer prep fee.

### DODGE PICKUP TRUCKS

**RAM 50 — 2-Wheel Drive** — Standard bed, $6,434; Sport standard bed, $7,773; long bed, $6,737; Custom long bed, $7,094. **4-Wheel Drive** — Standard bed, $9,101; Sport standard bed, $10,097; long bed, $9,324; Custom long bed, $9,564. **5-speed transmission, power disc brakes** standard on all models.

All prices include dealer prep fee.

### FERRARI

**328 SERIES** — GTB coupe, $64,500; GTS Targa coupe, $69,700.

**MONDIAL** — Coupe, $68,300; cabriolet, $74,400.

**TESTAROSSA** — Coupe, $109,700.

**5-speed transmission, power disc brakes, air conditioning** standard on all models.

Prices include dealer prep fee.

### HONDA

**CRX** — HF coupe (5-speed), $7,759; coupe (5-speed), $8,095; coupe (automatic), $8,605; Si coupe (5-speed), $9,539. **Power disc brakes** standard on all models.

**CIVIC** — 3-door hatchback (4-speed), $5,849; DX 3-door hatchback (5-speed), $7,599; DX 3-door hatchback (automatic), $8,109; Si 3-door hatchback (5-speed), $9,035; 4-door sedan (5-speed), $8,580; 4-door sedan (automatic and power steering), $9,318; 4-door wagon (5-speed), $8,455; 4-door wagon (automatic), $8,965; 4-door wagon (6-speed, 4-wheel drive), $9,895; Wagovan, $8,200. **Power disc brakes** standard on all models.

**ACCORD** — DX 3-door hatchback (5-speed), $10,120; DX 3-door hatchback (automatic), $10,665; LXi 3-door hatchback (5-speed), $13,160; LXi 3-door hatchback (automatic), $13,705; DX 4-door sedan (5-speed), $10,795; DX 4-door sedan (automatic), $11,340; LX 4-door sedan (5-speed), $12,998; LX 4-door sedan (automatic), $13,543; LXi 4-door sedan (5-speed), $14,680; LXi 4-door sedan (automatic), $15,225. **Power steering, power disc brakes** standard on all models. **Radio, air conditioning** standard on LX and LXi models.

**PRELUDE** — Coupe (5-speed), $12,230; coupe (automatic), $12,775; Si coupe (5-speed), $15,245; Si coupe (automatic), $15,790. **Power steering, power disc brakes, radio** standard on all models. **Air conditioning** standard on Si.

The Civic 4-door sedan and all Accord models are built in the United States.

All prices include dealer prep fee.

### HYUNDAI

**EXCEL** — 3-door hatchback (4-speed), $5,195; GL 3-door hatchback (5-speed), $6,095; GLS 3-door hatchback (5-speed), $6,795; 5-door hatchback (4-speed), $5,495; GL 5-door hatchback (5-speed), $6,395; GLS 5-door hatchback (5-speed), $7,095; GL 4-door sedan (5-speed), $6,545; GLS 4-door sedan (5-speed), $7,245. **Power disc brakes** standard on all models. **Radio** standard on GLS models. **Automatic transmission** is $420 on GL and GLS models, not available on base hatchbacks.

Hyundai has no suggested dealer prep fee.

### ISUZU

**I-MARK** — S 4-door sedan, $7,459; S 2-door hatchback, $7,119; 4-door sedan, $8,419; 2-door hatchback, $8,239. **Power disc brakes** standard on all models. **Automatic transmission** is $430.

**IMPULSE** — RS Turbo coupe, $14,639. **5-speed transmission, power steering, power disc brakes, radio, air conditioning** are standard.

**TROOPER II (sport/utility, 4-wheel drive)** — Deluxe Gas 2-door, $10,809; Deluxe Gas 4-door, $11,229; LS Gas 4-door, $12,999; Deluxe Turbodiesel 2-door, $12,729; Deluxe Turbodiesel 4-door, $13,149; LS Turbodiesel 4-door, $14,919. **5-speed transmission, power steering, power disc brakes** standard on all models. **Radio** standard on LS models.

All prices include dealer prep fee.

### ISUZU P'UP TRUCKS

**GASOLINE ENGINE — 2-Wheel Drive** — Standard (4-speed), $6,299; Standard (5-speed), $6,549; Standard (automatic), $6,999; LS, $8,519; Standard long wheelbase (5-speed), $6,799; Standard long wheelbase (automatic), 7,249; Standard Spacecab (5-speed), $7,749; Deluxe Spacecab (automatic), $9,009; LS Spacecab (5-speed), $10,019. **4-Wheel Drive** — Standard (5-speed), $8,909; LS (5-speed), $10,579; LS Spacecab (5-speed), $11,679.

**DIESEL ENGINE — 2-Wheel Drive** — MPG Plus (4-speed, 49-state), $7,369; MPG Plus (5-speed, California), $7,369; Standard long wheelbase (5-speed), $7,619; LS Spacecab (5-speed, Turbodiesel), $11,339. **4-Wheel Drive** — Deluxe long wheelbase (5-speed, Turbodiesel), $11,089. Turbodiesel not available in California.

**Power disc brakes** standard on all models. **Power steering, radio** standard on LS models.

All prices include dealer prep fee.

### JAGUAR

**XJ-6** — 4-door sedan, $37,500.

**VANDEN PLAS** — 4-door sedan, $41,500.

**XJ-S** — Coupe, $39,700; Cabriolet, $44,850; convertible (by Hess & Eisenhardt), $47,000.

**Automatic transmission, power steering, power disc brakes, radio, air conditioning** standard on all models.

Prices do not include dealer prep fee of about $400.

### LAMBORGHINI

**JALPA** — Coupe (5-speed), $61,000.

**COUNTACH** — LP500 coupe (5-speed), $125,000.

**LMA002 (sport/utility)** — all-terrain vehicle (5-speed), $125,000.

**Power disc brakes, radio, air conditioning** standard on all models. **Power steering** standard on LMA002.

Prices include gas-guzzler tax of $1,850 on Jalpa, $3,900 on Countach and LMA002.

Prices include dealer prep fee.

### LOTUS

**TURBO ESPRIT** — Coupe (with removable roof panel), $56,991. **5-speed transmission, power disc brakes, air conditioning** are standard.

Price does not include dealer prep fee of $350.

### MASERATI

**BITURBO** — Si coupe, $34,695; 425i 4-door sedan, $35,695; Spyder i convertible, $38,695. **5-speed transmission, power steering, power disc brakes, radio, air conditioning** standard on all models.

**QUATTROPORTE** — 4-door sedan, $67,910. **Automatic transmission, power steering, power disc brakes, radio, air conditioning** are standard. Price is for 1986 model.

Prices do not include dealer prep fee.

### MAZDA

**323 SERIES** — 3-door hatchback, $6,099; Deluxe 3-door hatchback, $7,699; Deluxe 4-door sedan, $8,299; Luxury 4-door sedan, $8,899; Deluxe 4-door wagon, $8,899. **Power disc brakes** standard on all models. **Automatic transmission** is $430; not available on base hatchback.

**626 SERIES** — Deluxe 2-door sedan, $9,949; Luxury 2-door sedan, $11,699; GT Turbo 2-door sedan, $13,449; Deluxe 4-door sedan, $9,899; Luxury 4-door sedan, $11,699; GT Turbo 4-door sedan, $13,149; Luxury Touring Sedan, $12,399; GT Turbo Touring Sedan, $14,049. **5-speed transmission, power disc brakes** standard on all models. **Power steering, radio** standard on Luxury and GT Turbo models. **Automatic transmission** is $675; not available on GT Turbo models.

**RX-7 SERIES** — Coupe, $14,199; coupe (with Sport Package), $15,749; LX coupe, $15,799; GXL coupe, $18,449; 2 + 2 coupe, $14,699; LX 2 + 2 coupe, $16,299; GXL 2 + 2 coupe, $18,949; Turbo coupe, $20,399. **5-speed transmission, power disc brakes, radio** standard on all models. **Power steering** standard on GXL models and with Sport Package. **Air conditioning** standard on GXL and Turbo models. **Automatic transmission** is $595; not available with Sport Package or on Turbo.

All prices include dealer prep fee.

### MAZDA PICKUP TRUCKS

**B-2000 (2-wheel drive)** — Base short bed, $6,595; Base long bed, $6,795; SE-5 short bed, $6,995; SE-5 long bed, $7,195; LX short bed, $8,095; LX long bed, $8,295; LX short bed (with Convenience Package), $8,795; LX long bed (with Convenience Package), $8,995; Cab Plus, $7,995; Cab Plus SE-5, $8,395; Cab Plus LX, $9,195; Cab Plus LX (with Convenience Package), $9,895. **5-speed transmission, power disc brakes** standard on all models. **Radio** standard on LX models. **Automatic transmission** is $600.

**B-2200 (2-wheel drive)** — Standard short bed, $6,699; Standard long bed, $7,099; Standard Cab Plus, $8,099; SE-5 short bed, $7,199; SE-5 long bed, $7,599; SE-5 Cab Plus, $8,599; LX short bed, $8,599; LX long bed, $8,999; LX Cab Plus, $9,549. **5-speed transmission, power disc brakes** standard on all models. **Radio** standard on LX models. **Automatic transmission** is $670 on SE-5 short bed and SE-5 long bed; $650 on Standard short bed and Standard long bed; $600 on other models.

**B-2600 (2-wheel drive)** — LX short bed, $6,949; LX long bed, $9,349; LX Cab Plus, $9,899. **5-speed transmission, power disc brakes, radio** standard on all models. **Automatic transmission** is $600.

**B-2600 (4-wheel drive)** — Standard short bed, $9,399; Standard long bed, $9,799; Standard Cab Plus, $10,799; SE-5 short bed, $9,799; SE-5 long bed, $10,199; SE-5 Cab Plus, $11,199; LX short bed, $11,499; LX long bed, $11,899; LX Cab Plus, $12,449. **5-speed transmission, power disc brakes** standard on all models. **Radio** standard on LX models. **Automatic transmission** is $640 on SE-5 short bed and long bed, $530 on SE-5 Cab Plus and all LX models, not available on Standard short bed, Standard long bed and Standard Cab Plus.

All prices include dealer prep fee.

### MERCEDES-BENZ

**190 CLASS** — 190E 2.3 4-door sedan (5-speed), $27,430; 190E 2.3 4-door sedan (automatic), $28,160; 190D 2.5 4-door sedan (diesel, 5-speed), $27,430; 190D 2.3 4-door sedan (diesel, automatic), $28,160; 190D 2.5 Turbo 4-door sedan (Turbodiesel, automatic), $30,960; 190E 2.3-16 4-door sedan (5-speed), $41,150; 190E 2.3-16 4-door sedan (automatic), $41,870; 190E 2.6 4-door sedan (automatic), $32,200.

**300 CLASS** — 260E 4-door sedan (automatic), $35,850; 300E 4-door sedan (automatic), $41,050; 300D Turbo 4-door sedan (Turbodiesel, automatic), $41,050; 300TD Turbo 4-door wagon (Turbodiesel, automatic), $44,160.

**S CLASS** — 300SDL Turbo 4-door sedan (Turbodiesel, automatic), $48,840; 420SEL 4-door sedan (automatic), $54,050; 560SEL 4-door sedan (automatic), $63,900; 560SL coupe/roadster (automatic), $57,450; 560SEC coupe (automatic), $70,600. Gas-guzzler tax is $1,050 on 420SEL, $1,300 on 560SL and $1,500 on 560SEL and 560SEC.

**Power steering, power disc brakes, radio, air conditioning** standard on all models.

All prices include dealer prep fee.

### MERCURY

**TRACER** — 2-door hatchback, $7,926; 4-door hatchback, $8,364. **5-speed transmission, power disc brakes, radio** standard on both models. **Power steering** standard on 4-door hatchback. **Automatic transmission** is $415.

**MERKUR XR4Ti** — Coupe, $17,832. **5-speed transmission, power steering, power disc brakes, radio, air conditioning** are standard. **Automatic transmission** is $427.

All prices includes dealer prep fee.

### MITSUBISHI

**PRECIS** — 3-door hatchback (4-speed), $5,195; LS 3-door hatchback (5-speed), $6,499; LS 3-door hatchback (automatic), $6,919; LS 5-door hatchback (5-speed), $6,799; LS 5-door hatchback (automatic), $7,219. **Power disc brakes** standard on all models.

**MIRAGE** — 2-door hatchback (4-speed), $5,969; L 2-door hatchback (5-speed), $7,369; L 2-door hatchback (automatic), $7,789; 4-door sedan (5-speed), $7,919; 4-door sedan (automatic), $8,339; Turbo Sport 2-door hatchback (5-speed), $8,479; Turbo Sport 2-door hatchback (automatic), $9,109. **Power disc brakes** standard on all models.

**TREDIA** — L 4-door sedan (5-speed), $9,559; L 4-door sedan (automatic), $9,989; LS 4-door sedan (automatic), $10,589; Turbo 4-door sedan, $10,429. **Power steering, power disc brakes, radio** standard on all models.

**CORDIA** — L Sport 2-door hatchback (5-speed), $9,859; L Sport 2-door hatchback (automatic), $10,289; Turbo Sport 2-door hatchback (5-speed), $11,439. **Power steering, power disc brakes, radio** standard on all models.

**GALANT** — 4-door Luxury Sedan (5-speed), $14,139; 4-door Luxury Sedan (automatic), $14,819. **Power steering, power disc brakes, radio, air conditioning** are standard.

**STARION** — LE Turbo 2 + 2 coupe (5-speed), $15,649; LE Turbo 2 + 2 coupe (automatic), $16,219; ESI-R Turbo 2 + 2 coupe, $18,109. **Power steering, power disc brakes, radio, air conditioning** standard on all models.

**VAN/WAGON** — Van (cargo version), $9,839; Van (with Converter convenience package), $10,529; Wagon, $12,789; LS Wagon, $14,289. **Automatic transmission, power disc brakes** standard on all models. **Power steering, radio** standard on LS Wagon.

**MONTERO (Sport/utility, 4-wheel drive)** — 3-door (5-speed), $9,889; 3-door (automatic), $10,399; Sport 3-door (5-speed), $12,159; Sport (automatic), $12,679. **Power steering, power disc brakes** standard on all models. **Radio** standard on Montero Sport.

All prices include dealer prep fee.

### MITSUBISHI PICKUP TRUCKS

**2-WHEEL DRIVE** — Mighty Max (5-speed), $6,499; Mighty Max (automatic), $7,069; Mighty Max One-Ton (5-speed), $7,329; Mighty Max Sport (5-speed), $7,299; Mighty Max Sport long bed (5-speed), $7,589; SPX (5-speed), $7,779. **Power disc brakes** standard on all models.

**4-WHEEL DRIVE** — Mighty Max (5-speed), $9,279; Mighty Max long bed (5-speed), $9,569; SPX (5-speed), $10,339. **Power steering, power disc brakes** standard on all models.

All prices include dealer prep fee.

### NISSAN

**SENTRA** — Standard 2-door sedan (5-speed), $6,299; E 2-door sedan (5-speed), $7,499; E 2-door sedan (automatic transmission and power steering), $8,294; XE 2-door sedan (5-speed), $8,699; XE 2-door sedan (automatic transmission and radio), $9,524; E 3-door hatchback (5-speed), $7,349; E 3-door hatchback (automatic transmission and power steering), $8,144; XE 3-door hatchback (5-speed), $8,599; XE 3-door hatchback (automatic transmission and radio), $9,424; E 4-door sedan (5-speed), $8,249; E 4-door sedan (automatic transmission and power steering), $9,044; XE 4-door sedan (5-speed), $9,049; XE 4-door sedan (automatic transmission and radio), $9,874; GXE 4-door sedan (5-speed), $9,899; GXE 4-door sedan (automatic), $10,374; E 4-door wagon (5-speed), $8,449; E 4-door wagon (autmatic and power steering), $9,244; XE 4-door wagon (5-speed), $9,399; XE 4-door wagon (automatic transmission and radio), $10,224; GXE 4-door wagon (5-speed), $10,049; GXE 4-door wagon (automatic), $10,524; XE 4-door wagon (4-wheel drive, 5-speed), $10,149; XE coupe (5-speed), $9,699; XE coupe (automatic transmission and radio), $10,524; SE coupe (5-speed), $10,599; SE coupe (automatic), $11,074. **Power disc brakes** standard on all models. **Power steering** standard on XE, GXE and SE models. **Radio** standard on GXE and SE models.

Sentra 2-door sedans, 3-door hatchbacks, 4-door sedans and 2-wheel-drive wagons are built in the United States.

**STANZA** — E 4-door sedan (5-speed), $10,749; E 4-door sedan (automatic), $11,444; GXE 4-door sedan (5-speed), $12,349; GXE 4-door sedan (automatic), $13,044; XE 5-door hatchback (5-speed), $11,699; XE 5-door hatchback (automatic), $12,394; XE wagon (2-wheel drive, 5-speed), $11,624; XE wagon (2-wheel drive, automatic), $12,469; XE wagon (4-wheel drive, 5-speed), $13,024; XE Van (4-wheel drive, 5-speed), $13,024. **Power steering, power disc brakes, radio** standard on all models.

**PULSAR NX** — XE 2-door hatchback (5-speed), $11,049; XE 2-door hatchback (automatic), $11,524; SE 2-door hatchback (5-speed), $12,249. **Power steering, power disc brakes, radio** standard on all models.

**200-SX** — XE notchback coupe (5-speed), $11,199; XE notchback coupe (automatic), $11,894; XE hatchback coupe (5-speed), $11,449; XE hatchback coupe (automatic) $12,144; SE hatchback coupe (5-speed), $14,749; SE hatchback coupe (automatic), $15,444. **Power steering, power disc brakes, radio** standard on all models.

**MAXIMA** — SE 4-door sedan (5-speed), $16,849; SE 4-door sedan (automatic), $17,599; GXE 4-door sedan (automatic), $16,649; GXE 4-door wagon (automatic), $17,749. Models with **automatic seat belts** are $400 more. **Power steering, power disc brakes, radio, air conditioning** standard on all models.

**300-ZX — 2-seater Hatchback** — GS coupe (5-speed), $18,849; GS coupe (automatic), $19,544; GS coupe (T-bar roof, 5-speed), $19,949; GS coupe (T-bar roof, automatic), $20,644; Turbo coupe (5-speed), $22,099; Turbo coupe (automatic), $22,794. **2 + 2 Hatchback** — GS coupe (5-speed), $21,099; GS coupe (automatic), $21,794. **Power steering, power disc brakes, radio, air conditioning** standard on all models.

**VAN (7-passenger)** — XE (5-speed), $12,599; XE (automatic), $13,444; GXE (automatic), $14,599. **Power steering, power disc brakes, radio** standard on all models.

**PATHFINDER (sport/utility, 4-wheel drive)** — E (5-speed), $12,524; XE (5-speed), $14,449; XE (automatic), $15,264; SE (5-speed), $15,849; SE (automatic), $16,464. **Power steering, power disc brakes** standard on all models. **Radio** standard on SE.

### NISSAN PICKUP TRUCKS

**REGULAR BED (2-wheel drive)** — Standard (5-speed), $6,699; Standard (automatic), $7,394; E (5-speed), $7,299; E (automatic transmission and power steering), $8,264; SE (5-speed), $10,174; SE (automatic), $10,919.

**LONG BED (2-wheel drive)** — E (5-speed), $7,949; E (automatic transmission and power steering), $8,914; XE (5-speed), $8,999; XE (automatic), $9,694; Heavy Duty (5-speed), $9,199; Heavy Duty (automatic), $9,944.

**CAB AND CHASSIS** — Dual Rear Wheel (5-speed), $9,199; Dual Rear Wheel (automatic), $9,944.

**KING CAB** — E (5-speed), $8,899; E (automatic transmission and power steering), $9,864; XE (5-speed), $9,849; XE (automatic), $10,544; SE (5-speed), $11,399; SE (automatic), $12,144.

**4-WHEEL DRIVE** — E regular bed (5-speed), $9,749; E (automatic transmission and power steering), $10,969; SE regular bed (5-speed), $12,499; XE long bed (5-speed), $11,299; King Cab XE (5-speed), $12,049; King Cab SE (5-speed), $13,649; King Cab SE (automatic), $14,264.

**Power disc brakes** standard on all models. **Power steering** standard on XE and SE models. **Radio** standard on SE models.

All prices include dealer prep fee.

### PEUGEOT

**505 SERIES (Gasoline engine)** — GL 4-door sedan (5-speed), $14,160; Liberte 4-door sedan (automatic), $16,100; GLS 4-door sedan (5-speed), $16,170; STI 4-door sedan (5-speed), $18,870; Liberte 4-door wagon (automatic), $17,100.

**505 TURBO (gasoline engine)** — 4-door sedan (5-speed), $18,990; S 4-door sedan (5-speed), $23,100; 4-door wagon (automatic), $20,200; S 4-door wagon (automatic), $22,750.

**505 TURBODIESEL** — GLS 4-door sedan (automatic), $18,550; GLS 4-door wagon (automatic), $19,450.

**505 V-6** — STI 4-door sedan (5-spoed), $21,100; STX 4-door sedan (5-speed), $23,750.

**Power steering, power disc brakes** standard on all models. **Radio, air conditioning** standard on all models except GL 4-door sedan. On 5-speed models, add the following for **automatic transmission**: $700 on GL sedan; $600 on other models.

All prices include dealer prep fee.

### PLYMOUTH

**COLT** — E 3-door hatchback, $5,949; DL 3-door hatchback, $7,152; E 4-door sedan, $7,290; DL 4-door sedan, $7,591; Premier 4-door sedan, $8,522. **Power disc brakes** standard on all models. **Automatic transmission** is $434. Prices include dealer prep fee.

**COLT VISTA** — 5-door wagon (2-wheel drive), $10,398; 5-door wagon (4-wheel drive), $11,625. **5-speed transmission, power disc brakes** standard on boh models. **Power steering** standard on 4wd Vista. **Automatic transmission** is $434.

All prices incluoe dealer prep fee.

### PORSCHE

**924S** — Coupe (5-speed), $23,910; coupe (automatic), $25,025. **Power steering, power disc brakes, air conditioning** are standard.

**944** — Coupe (5-speed), $27,840; coupe (automatic), $28,955; S coupe (5-speed), $30,850; Turbo coupe (5-speed), $36,300. **Power steering, power disc brakes, air conditioning** standard on all models.

**911** — Coupe (5-speed), $41,440; Targa coupe (5-speed), $43,590; Cabriolet (5-speed), $47,895; Turbo coupe (4-speed), $63,295; Turbo Targa coupe (4-speed), $71,035; Turbo Cabriolet (4-speed), $78,415. **Power steering, power disc brakes, radio, air conditioning** standard on all models.

**928S4** — Coupe (5-speed or automatic), $63,520. **Power steering, power disc brakes, radio, air conditioning** are standard.

Prices do not include dealer prep fee of $245.

### RANGE ROVER

**RANGE ROVER** — 4-door station wagon, $30,825. **Automatic transmission, power steering, power disc brakes, radio, air conditioning** are standard.

Price includes dealer prep fee.

### RENAULT

**ALLIANCE** — 2-door sedan, $6,399; 3-door hatchback, $6,399; 4-door sedan, $6,599; L 2-door sedan, $6,925; L 3-door hatchback, $6,975; L 4-door sedan, $7,200; L 5-door hatchback, $7,250; L convertible, $11,099. DL 2-door sedan, $7,625; DL 3-door hatchback, $7,675; DL 4-door sedan, $7,900; DL 5-door hatchback, $7,950; DL convertible, $12,099; GS 3-door hatchback, $8,499; GTA 2-door sedan, $8,999; GTA convertible, $12,899. **Power disc brakes** standard on all models. **Power steering** standard on GTA models. **Radio** standard on all models except base series. **4-speed transmission** standard on base and L models; **5-speed transmission** standard on DL, GS and GTA models. **Automatic transmission** is $483 on base and L models, $380 on DL, GS and GTA models.

Alliance models are built in the United States.

**MEDALLION** — DL 4-door sedan, $9,965; LX 4-door sedan, $10,479; DL 4-door wagon, $10,693. **5-speed transmission, power steering, power disc brakes, radio** standard on all models. **Automatic transmission** is $469.

Prices include dealer prep fee.

### ROLLS-ROYCE

**SILVER SPIRIT** — 4-door sedan, $109,700.

**SILVER SPUR** — 4-door sedan, $121,500; limousine, $108,000.

**CORNICHE II** — Convertible, $173,800.

**Automatic transmission, power steering, power disc brakes, radio, air conditioning** standard on all models.

Prices include dealer prep fee.

### SAAB

**900 SERIES** — 4-door hatchback, $14,395; 4-door sedan, $14,805.

**900S (16-valve)** — 3-door hatchback, $17,935; 4-door sedan, $18,345.

**900 TURBO (16-valve)** — 3-door hatchback, $20,815; convertible, $27,115.

**9000S (16-valve)** — 5-door hatchback, $22,245.

**9000 TURBO (16-valve)** — 5-door hatchback, $26,025.

**5-speed transmission, power steering, power disc brakes, radio, air conditioning** standard on all models. **Automatic transmission** is $430 on 900, 900S and 900 Turbo, $560 on 9000S and 9000 Turbo.

Prices do not include dealer prep fee which is dealer's hourly rate times three.

### STERLING

**825 SERIES** — S 4-door sedan, $19,000; SL 4-door sedan, $23,900. **Power steering, power disc brakes, radio, air conditioning** standard on both models. **Automatic transmission** is standard on 825-SL; it is $625 on 825-S.

Prices do not include dealer prep fee of $75.

### SUBARU

**JUSTY** — DL 2-door hatchback (5-speed), $5,495; GL 2-door hatchback (5-speed), $6,295. **Power disc brakes** standard on both models.

## DOMESTIC PRICES

Continued from page 77

| | 4-Door | 2-Door | 2-Door Hatchback | Convertible | 4-Door Wagon | Automatic Trans. | Power Steering | Power Brakes | Radio | Air Cond. |
|---|---|---|---|---|---|---|---|---|---|---|
| Fifth Avenue V-8 | 15,966 | | | | | std. | std. | std. | std. | std. |
| LeBaron J convertible had not been priced at presstime. | | | | | | | | | | |
| **DODGE** Omni America 4 | 5,799 | | | | | * | * | std. | * | 701 |
| Charger 4 | | | 7,199 | | | * | * | std. | * | 701 |
| Shelby Charger Turbo 4 | | | 9,840 | | | N.A. | std. | std. | std. | 701 |
| Shadow 4 | 7,699 | | 7,499 | | | 529 | std. | std. | std. | 694 |
| Aries 4 | 7,879 | 7,879 | | | | 529 | 240 | std. | std. | 782 |
| Aries LE 4 | 8,364 | 8,364 | | | 8,808 | 529 | 240 | std. | std. | 782 |
| Lancer 4 | 9,852 | | | | | 529 | std. | std. | std. | 782 |
| Lancer ES 4 | 10,806 | | | | | 529 | std. | std. | std. | 782 |
| Daytona 4 | | | 9,799 | | | 529 | std. | std. | std. | 782 |
| Daytona Shelby Z 4 | | | 12,749 | | | 529 | std. | std. | std. | 782 |
| Daytona Pacifica 4 | | | 13,912 | | | 529 | std. | std. | std. | 782 |
| Dodge 600 4 | 10,010 | | | | | std. | std. | std. | std. | 782 |
| Dodge 600-SE 4 | 10,672 | | | | | std. | std. | std. | std. | 782 |
| Diplomat Salon V-8 | 10,598 | | | | | std. | std. | std. | std. | 837 |
| Diplomat SE V-8 | 11,678 | | | | | std. | std. | std. | std. | 837 |
| *—Part of option packages for Omni America and Charger. Items are not priced separately. Daytona had not been priced at presstime. | | | | | | | | | | |
| **FORD** Escort Pony 4 | | | 6,586 | | | N.A. | N.A. | std. | 39 | N.A. |
| Escort GL 4 | 7,163 | | 6,949 | | 7,444 | 490 | 235 | std. | std. | 688 |
| Escort GT 4 | | | 8,815 | | | N.A. | std. | std. | std. | 688 |
| Escort EXP Luxury Coupe 4 | | | 7,745 | | | 415 | 235 | std. | std. | 688 |
| Escon EXP Sport Coupe 4 | | | 8,920 | | | N.A. | std. | std. | std. | 688 |
| Tempo GL 4 | 8,310 | 8,160 | | | | 482 | std. | std. | std. | 773 |
| Tempo Sport GL 4 | 9,059 | 8,909 | | | | 482 | std. | std. | std. | 773 |
| Tempo LX 4 | 9,520 | 9,321 | | | | 482 | std. | std. | std. | 773 |
| Tempo 4wd 4 | 10,194 | 10,044 | | | | std. | std. | std. | std. | 773 |
| Mustang LX 4 | | 8,271 | 8,690 | 13,052 | | 515 | std. | std. | std. | 788 |
| Mustang GT V-8 | | | 12,106 | 15,852 | | 515 | std. | std. | std. | 788 |
| Taurus L 4 | 10,650 | | | | | std. | std. | std. | std. | 788 |
| Taurus L Wagon V-6 | | | | | 11,870 | std. | std. | std. | std. | 788 |
| Taurus GL 4 | 11,622 | | | | | std. | std. | std. | std. | 788 |
| Taurus GL Wagon V-6 | | | | | 12,802 | std. | std. | std. | std. | 788 |
| Taurus MT-5 4 | 12,074 | | | | 12,654 | N.A. | std. | std. | std. | std. |
| Taurus LX V-6 | 14,633 | | | | 15,243 | std. | std. | std. | std. | std. |
| Thunderbird V-6 | | 13,028 | | | | std. | std. | std. | std. | std. |
| Thunderbird Sport V-8 | | 15,065 | | | | std. | std. | std. | std. | std. |
| Thunderbird LX V-6 | | 15,357 | | | | std. | std. | std. | std. | std. |
| Thunderbird Turbo Coupe 4 | | 16,600 | | | | std. | std. | std. | std. | std. |
| LTD Crown Victoria V-8 | 14,349 | 14,709 | | | 14,315 | std. | std. | std. | std. | std. |
| LTD Country Squire V-8 | | | | | 14,567 | std. | std. | std. | std. | std. |
| LTD Crown Victoria LX V-8 | 15,410 | 15,378 | | | 15,489 | std. | std. | std. | std. | std. |
| LTD Country Squire LX V-8 | | | | | 15,741 | std. | std. | std. | std. | std. |

# PRICES

**HATCHBACK** — Standard (4-speed), $5,398; GL (5-speed), $7,588; GL (automatic), $8,093; GL (4-wheel drive, 4-speed), $8,293. **Power disc brakes, radio** standard on all models.

**BRAT** — GL (4-wheel drive, 4-speed), $8,338. **Power disc brakes, radio** are standard.

**4-DOOR SEDAN** — DL (5-speed), $8,808; DL (automatic), $9,518; GL (5-speed), $9,838; GL (automatic), $10,643; GL Turbo (5-speed), $12,383; GL-10 (automatic), $12,348; GL-10 Turbo (5-speed), $13,628; GL-10 Turbo (automatic), $14,053; GL (4-wheel drive, 5-speed), $10,308; GL (4-wheel drive, automatic), $11,138; RX Turbo (4-wheel drive, 5-speed), $13,833; GL-10 Turbo (4-wheel drive, 5-speed), $15,068; GL-10 Turbo (4-wheel drive, automatic), $15,243. **Power disc brakes, radio** standard on all models. **Power steering, air conditioning** standard on Turbo models.

**3-DOOR COUPE** — DL (5-speed), $9,108; GL (5-speed), $10,138; GL (automatic), $10,673; GL Turbo (5-speed), $12,593; GL (4-wheel drive, 5-speed), $10,608; GL (4-wheel drive, automatic), $11,143; GL Turbo (4-wheel drive, 5-speed), $14,053. **Power disc brakes, radio** standard on all models. **Power steering, air conditioning** standard on Turbo models.

**4-DOOR WAGON** — DL (5-speed), $9,208; DL (automatic), $9,918; GL (5-speed), $10,238; GL (automatic), $11,043; GL Turbo (5-speed), $12,783; GL-10 (automatic), $12,748; GL-10 Turbo (5-speed), $14,028; GL-10 Turbo (automatic), $14,453; DL (4-wheel drive, 5-speed), $9,598; GL (4-wheel drive, 5-speed), $10,708; GL (4-wheel drive, automatic), $11,538; GL Turbo (4-wheel drive, 5-speed), $13,388; GL-10 Turbo (4-wheel drive, 5-speed), $14,688; GL-10 Turbo (4-wheel drive, automatic), $15,643. **Power disc brakes, radio** standard on all models. **Power steering, air conditioning** standard on Turbo models.

**XT COUPE** — DL (5-speed), $9,431; GL (5-speed), $11,553; GL (automatic), $12,328; GL Turbo (5-speed), $13,416; GL-10 (automatic), $14,164; GL-10 Turbo (5-speed), $14,899; GL-10 Turbo (automatic), $15,449; GL (4-wheel drive, 5-speed), $12,628; GL-10 Turbo (4-wheel drive, 5-speed), $16,124; GL-10 Turbo (4-wheel-drive, automatic), $16,674. **Power disc brakes, radio** standard on all models. **Power steering** standard on all except DL. **Air conditioning** standard on GL Turbo and all GL-10 models.

Justy prices include dealer prep fee of $129. Other prices do not include dealer prep fee, which is $144 on Brat and $129 on Hatchback, Sedan, Wagon, 3-Door Coupe and XT Coupe.

### SUZUKI

**SAMURAI (Sport/utility)** — Standard (with removable soft top), $6,995; Standard hard top, $7,200; Deluxe JX (with removable soft top), $7,895; Deluxe JX hard top, $8,050; Deluxe II (with removable soft top), $8,635; Deluxe II hard top, $8,795; Truck (with removable soft top), $6,695; Truck hard top, $6,900. **5-speed transmission, power disc brakes** standard on all models. **Radio** standard on Deluxe JX and Deluxe II. **Air conditioning** standard on Deluxe II.

Prices do not include dealer prep fee.

### TOYOTA

**TERCEL** — EZ 3-door liftback (4-speed), $5,548; Standard 3-door liftback (4-speed), $6,148; Deluxe 3-door liftback (5-speed), $7,458; Deluxe 3-door liftback (automatic), $7,898; Standard coupe (5-speed), $6,548; Standard coupe (automatic), $6,978; Deluxe coupe (automatic), $8,088; Deluxe 5-door liftback (automatic), $8,138; Deluxe 5-door wagon (5-speed), $8,548; Deluxe 5-door wagon (automatic), $9,028; Deluxe wagon (4-wheel drive, 5-speed), $9,888; Deluxe wagon (4-wheel drive, automatic), $10,248; SR 5 wagon (4-wheel drive, 5-speed), $10,938. **Power disc brakes** standard on all models. **Radio** standard on all models except EZ 3-door liftback.

**MR2** — Coupe (5-speed), $12,548; coupe (automatic), $13,238; coupe (T-bar roof, 5-speed), $13,738; coupe (T-bar roof, automatic), $14,428. **Power steering, power disc brakes, radio** standard on all models.

**COROLLA (front-wheel drive)** — Deluxe 4-door sedan (5-speed), $8,378; Deluxe 4-door sedan (automatic), $8,818; LE 4-door sedan (5-speed), $9,528; LE 4-door sedan (automatic), $10,148; Deluxe 5-door liftback (automatic), $9,288. **Power disc brakes, radio** standard on all models.

**COROLLA SPORT (rear-wheel drive)** — SR-5 sport coupe (5-speed), $9,798; SR-5 sport coupe (automatic), $10,418; GT-S sport coupe (5-speed), $10,668. **Power disc brakes, radio** standard on all models.

**COROLLA FX (front-wheel drive)** — FX 3-door liftback (5-speed), $7,878; FX 3-door liftback (automatic), $8,318 (the base FX does not have the 16-valve engine); FX-16 3-door liftback (5-speed), $9,678; FX-16 3-door liftback (automatic), $10,368; FX-16 GTS 3-door liftback (5-speed), $10,668; FX-16 GTS 3-door liftback), $11,358. **Power disc brakes, radio** standard on all models. **Power steering** standard on FX-16 and FX-16 GTS models.

**CAMRY** — 4-door sedan (5-speed), $10,648; 4-door sedan (automatic), $11,338; Deluxe 4-door sedan (5-speed), $11,198; Deluxe 4-door sedan (automatic), $11,888; LE 4-door sedan (automatic), $13,598; Deluxe 5-door wagon (5-speed), $11,888; Deluxe 5-door wagon (automatic), $12,578; LE 5-door wagon (automatic), $14,368. **Power steering, power disc brakes, radio** standard on all models.

**CRESSIDA** — 4-door Luxury Sedan (5-speed), $19,850; 4-door Luxury Sedan (automatic), $19,850; 5-door Luxury Wagon (automatic), $19,910. **Power steering, power disc brakes, radio, air conditioning** standard on all models.

**CELICA** — ST sport coupe (5-speed), $10,748; ST sport coupe (automatic), $11,368; GT sport coupe (5-speed), $12,388; GT sport coupe (automatic), $13,008; GT liftback (5-speed), $12,638; GT liftback (automatic), $13,258; GT convertible (5-speed), $17,298; GT convertible (automatic), $17,918; GT-S sport coupe (5-speed), $14,378; GT-S sport coupe (automatic), $15,068; GT-S liftback (5-speed), $14,728. **Power steering, power disc brakes, radio** standard on all models.

**SUPRA** — Liftback (5-speed), $20,490; Liftback (automatic), $21,180; Sport Roof liftback (removable top, automatic), $22,230; Turbo liftback (5-speed), $22,810; Turbo liftback (automatic), $23,500; Sport Roof Turbo liftback (removable top, 5-speed), $23,810. **Power steering, power disc brakes, radio, air conditioning** standard on all models.

**PASSENGER VAN** — Deluxe (5-speed), $11,988; Deluxe (automatic), $12,008; LE (automatic), $14,598; LE 4-wheel drive (5-speed), $15,998; LE 4-wheel drive (automatic), $16,728. **Power disc brakes, radio** standard on all models. **Power steering** standard on LE models.

**CARGO VAN** — Window van (5-speed), $9,548; window van (automatic), $10,148; panel van (5-speed), $9,248; panel van (automatic), $9,848; 4-wheel-drive panel van (5-speed), $11,568; 4-wheel-drive panel van (automatic), $12,278. **Power disc brakes** standard on all models. **Power steering** standard on 4wd models.

**4RUNNER** — Deluxe 2-passenger (5-speed), $12,998; SR-5 2-passenger (5-speed), $14,548; SR-5 2-passenger (automatic), $15,418; SR-5 (5-speed), $15,248; SR-5 Turbo (automatic), $18,568. **Power disc brakes, radio** standard on all models. **Power steering** standard on SR-5 models.

**LAND CRUISER** — Wagon (4-speed), $17,198; wagon without rear seat (4-speed), $16,498. **Power steering, power disc brakes, radio** are standard.

All prices include dealer prep fee.

### TOYOTA PICKUP TRUCKS

**2-WHEEL DRIVE** — Standard bed (4-speed), $6,598; standard bed (5-speed), $6,908; standard bed (automatic), $7,418; long bed (5-speed), $7,518; long bed (automatic), $8,028; Xtracab long bed (5-speed), $8,068; Xtracab long bed (automatic), $8,578; Deluxe long bed (5-speed), $7,868; Deluxe long bed (automatic), $8,378; Xtracab Deluxe long bed (5-speed), $8,578; Xtracab Deluxe long bed (automatic), $9,088; Xtracab SR-5 (5-speed), $10,188; Xtracab SR-5 (automatic), $10,698; Xtracab SR-5 Turbo (5-speed), $12,488; one-ton long bed (5-speed), $8,478; one-ton long bed (automatic), $8,988. **Power disc brakes** standard on all models. **Radio** standard on all models except standard-bed models. **Power steering** standard on SR-5 Turbo.

**CAB-CHASSIS (2-wheel drive)** — Single rear wheels, 112-inch wheelbase (4-speed), $7,768; single rear wheels, 112-inch wb (automatic), $8,438; dual rear wheels, 112-inch wb (4-speed), $8,188; dual rear wheels, 112-inch wb (automatic), $8,858; dual rear wheels, 137-inch wb (5-speed), $8,358; dual rear wheels, 137-inch wb (automatic), $9,358. **Power disc brakes, radio** standard on all models.

**4-WHEEL DRIVE** — Standard bed (5-speed), $9,548; Turbo standard bed (5-speed), $11,238; Deluxe long bed (5-speed), $10,598; Deluxe long bed (automatic), $11,748; Xtracab Deluxe (5-speed), $10,828; Xtracab Deluxe (automatic), $11,978; SR-5 standard bed (5-speed), $11,898; Xtracab SR-5 (5-speed), $12,368; Xtracab SR-5 (automatic), $13,288; Xtracab SR-5 Turbo (5-speed), $14,418. **Power disc brakes, radio** standard on all models. **Power steering** standard on SR-5 models.

All prices include dealer prep fee.

### TVR

**280i** — Convertible, $25,713; coupe, $27,860. **4-speed transmission, power disc brakes, radio, air conditioning** standard on both models. **Automatic transmission** is $840.

### VOLKSWAGEN

**FOX** — 2-door sedan, $5,690; 4-door sedan, $6,490. **4-speed transmission, power disc brakes** standard on both models.

**GOLF** — GL 2-door sedan, $8,390; GL 4-door sedan, $8,600; GT 2-door sedan, $9,975; GT 4-door sedan, $10,185. **5-speed transmission, power disc brakes** standard on all models. **Automatic transmission** is $460.

**GTI (16-valve)** — 2-door sedan, $12,240. **5-speed transmission, power steering, power disc brakes** are standard.

Golf and GTI models are built in the United States.

**CABRIOLET** — Convertible, $13,750. **5-speed transmission, power disc brakes, radio** are standard. **Automatic transmission** is $460.

**JETTA** — 2-door sedan, $9,590; 4-door sedan, $9,800; GL 4-door sedan, $10,340; GLI 4-door sedan, $12,100. **5-speed transmission, power disc brakes** standard on all models. **Power steering** standard on GLI. **Automatic transmission** is $460.

The base Jetta 4-door sedan is built in the United States.

**SCIROCCO** — Coupe (5-speed), $11,110; coupe (automatic), $11,560; coupe (16-valve, 5-speed), $13,500. **Power disc brakes** standard on all models. **Power steering** standard on 16-valve coupe.

**QUANTUM** — GL 4-door sedan, $15,510; 4-door wagon, $13,920; Syncro 4-door wagon, $17,230. **Power steering, power disc brakes, air conditioning** standard on all models. **Automatic transmission** is $475 on sedan and wagon, not available on Syncro wagon.

**VANAGON** — 5-seater conversion bus, $11,560; GL 7-seater, $15,320; Wolfsburg GL 7-seater, $16,650; GL Syncro 7-seater, $18,310; Camper, $17,325; Camper GL, $20,100; Camper Syncro, $20,315; Camper GL Syncro, $23,090. **4-speed transmission, power disc brakes** standard on all models. **Power steering** standard on all GL models. **Automatic transmission** is $475, not available on Syncro models.

Volkswagen prices do not include dealer prep fee.

### VOLVO

**240 SERIES** — DL 4-door sedan (5-speed), $15,400; DL 4-door sedan (automatic), $15,945; DL 5-door wagon (5-speed), $15,890; DL 5-door wagon (automatic), $16,435; GL 4-door sedan (automatic), $18,095; GL 5-door wagon (automatic), $18,745. **Power steering, power disc brakes, air conditioning** standard on all models.

**740 SERIES** — GLE 4-door sedan (5-speed), $20,155; GLE 4-door sedan (automatic), $20,610; GLE 5-door wagon (5-speed), $21,565; GLE 5-door wagon (automatic), $22,020; Turbo 4-door sedan (5-speed), $22,135; Turbo 4-door sedan (automatic), $22,590; Turbo 5-door wagon, (5-speed), $22,735; Turbo 5-door wagon (automatic), $23,190. **Power steering, power disc brakes, radio, air conditioning** standard on all models.

**760 SERIES** — GLE 4-door sedan, $27,160; GLE Turbo 4-door sedan, $28,060; GLE Turbo 5-door wagon, $27,485. **Automatic transmission, power steering, power disc brakes, radio, air conditioning** standard on all models.

All prices include dealer prep fee.

### YUGO

**YUGO** — GV 3-door hatchback, $3,990; GVL 3-door hatchback, $4,290; GVX 3-door hatchback, $4,990. **Power disc brakes** standard on all models.

Prices include dealer prep fee. ■

# DOMESTIC PRICES

| | 4-Door | 2-Door | 2-Door Hatchback | Convertible | 4-Door Wagon | Automatic Trans. | Power Steering | Power Brakes | Radio | Air Cond. |
|---|---|---|---|---|---|---|---|---|---|---|
| **HONDA** (U.S.-built models) | | | | | | | | | | |
| Civic 4 | 8,580 | | | | | 738* | * | std. | ** | ** |
| Accord DX 4 | 10,795 | | 10,120 | | | 545 | std. | std. | ** | ** |
| Accord LX4 | 12,998 | | | | | 545 | std. | std. | std. | std. |
| Accord LXi 4 | 14,680 | | 13,160 | | | 545 | std. | std. | std. | std. |
| *—Automatic Transmission price includes power steering on Civic 4-door sedan. | | | | | | | | | | |
| **—Dealer-installed option. Honda does not quote a price. | | | | | | | | | | |
| **LINCOLN** Town Car V-8 ('88 model) | 23,126 | | | | | std. | std. | std. | std. | std. |
| Town Car Signature V-8 ('88) | 25,990 | | | | | std. | std. | std. | std. | std. |
| Town Car Cartier V-8 ('88) | 27,273 | | | | | std. | std. | std. | std. | std. |
| Mark VII Bill Blass V-8 ('88) | | 25,016 | | | | std. | std. | std. | std. | std. |
| Mark VII LSC V-8 ('88) | | 25,016 | | | | std. | std. | std. | std. | std. |
| Continental V-8 | 25,484 | | | | | std. | std. | std. | std. | std. |
| Centinental Givenchy V-8 | 27,899 | | | | | std. | std. | std. | std. | std. |
| **MERCURY** Lynx L 4 | | | 6,716 | | | N.A. | N.A. | std. | 39 | N.A. |
| Lynx GS 4 | 7,308 | | 7,094 | | 7,590 | 490 | 235 | std. | std. | 688 |
| Lynx XR3 4 | | | 8,942 | | | N.A. | std. | std. | std. | 688 |
| Topaz GS 4 | 8,814 | 8,664 | | | | 482 | std. | std. | std. | 773 |
| Topaz GS Sport 4 | 9,469 | 9,319 | | | | 482 | std. | std. | std. | 773 |
| Topaz LS 4 | 10,293 | | | | | 482 | std. | std. | std. | 773 |
| Sable GS V-6 | 12,340 | | | | 12,904 | std. | std. | std. | std. | 788 |
| Sable LS V-6 | 14,544 | | | | 15,089 | std. | std. | std. | std. | std. |
| Cougar LS V-6 | | 13,630 | | | | std. | std. | std. | std. | std. |
| Cougar XR-7 V-8 | | 15,660 | | | | std. | std. | std. | std. | std. |
| Grand Marquis | 15,163 | | | | | std. | std. | std. | std. | std. |
| Colony Park GS V-8 | | | | | 15,500 | std. | std. | std. | std. | std. |
| Grand Marquis LS V-8 | 15,621 | 15,478 | | | | std. | std. | std. | std. | std. |
| Colony Park LS V-8 | | | | | 16,029 | std. | std. | std. | std. | std. |
| **NISSAN** (U.S.-built models) | | | | | | | | | | |
| Sentra 4 | | 6,199 | | | | N.A. | N.A. | std. | * | 715 |
| Sentra E 4 | 7,899 | 7,499 | 7,349 | | | 760** | ** | std. | * | 715 |
| Sentra XE 4 | 8,749 | 8,399 | 8,449 | | 9,099 | 810‡ | ‡ | std. | ‡ | 715 |
| Sentra GXE 4 | 9,699 | | | | 10,049 | 460 | std. | std. | std. | 715 |
| *—Radio on base Sentra and Sentra E is dealer-installed. Nissan does not quote a price.<br>**—Automatic transmission price on Sentra E includes power steering and tilt steering wheel.<br>‡—Automatic transmission price on Sentra XE includes power steering and radio. | | | | | | | | | | |
| **OLDSMOBILE** Firenza 4 | 8,499 | 8,541 | 8,976 | | | 490 | 225 | std. | std. | 675 |
| Firenza LC 4 | | 9,639 | | | | 490 | std. | std. | std. | 675 |
| Firenza GT 4 | | | 11,034 | | | 490 | std. | std. | std. | 675 |
| Firenza LX 4 | 9,407 | | | | | 490 | std. | std. | std. | 675 |
| Firenza Cruiser 4 | | | | | 9,146 | 490 | 225 | std. | std. | 675 |
| Calais 4 | 9,741 | 9,741 | | | | 490 | std. | std. | std. | 675 |
| Calais Supreme 4 | 10,397 | 10,397 | | | | 490 | std. | std. | std. | 675 |
| Cutlass Ciera 4 | 10,940 | 10,940 | | | | std. | std. | std. | std. | 775 |
| Cutlass Ciera Brougham 4 | 11,747 | 11,747 | | | | std. | std. | std. | std. | 775 |
| Cutlass Cruiser 4 | | | | | 11,433 | std. | std. | std. | std. | 775 |
| Cutlass Cruiser Brougham 4 | | | | | 12,095 | std. | std. | std. | std. | 775 |
| Cutlass Supreme V-6 | 11,539 | 11,539 | | | | std. | std. | std. | std. | 775 |
| Cutlass Supreme Brougham V-6 | 12,378 | 12,378 | | | | std. | std. | std. | std. | 775 |
| Cutlass Salon V-6 | | 12,697 | | | | std. | std. | std. | std. | 775 |
| Delta 88 Royale V-6 | 13,639 | 13,639 | | | | std. | std. | std. | std. | std. |
| Delta 88 Royale Brougham V-6 | 14,536 | 14,536 | | | | std. | std. | std. | std. | std. |
| Custom Cruiser V-8 | | | | | 14,420 | std. | std. | std. | std. | std. |
| 98 Regency V-6 | 17,371 | | | | | std. | std. | std. | std. | std. |
| 98 Regency Brougham V-6 | 18,388 | 18,388 | | | | std. | std. | std. | std. | std. |
| 98 Touring Sedan V-6 | 24,107 | | | | | std. | std. | std. | std. | std. |
| Toronado V-6 | | 19,938 | | | | std. | std. | std. | std. | std. |
| Toronado Trofeo V-6 | | 21,933 | | | | std. | std. | std. | std. | std. |

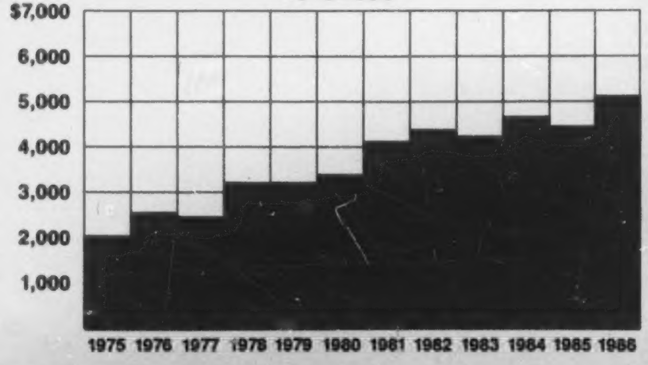
Continued on page 80

## USED CAR PRICE TRENDS AT AUCTIONS, 1975-1986

### Average prices of all cars at wholesale auctions

| Auction year | Jan. | Feb. | March | April | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1975 | 2,075 | 1,979 | 1,916 | 2,187 | 2,070 | 2,271 | 2,232 | 2,127 | 2,171 | 2,054 | 2,041 | 2,040 |
| 1976 | 2,263 | 2,422 | 2,351 | 2,496 | 2,786 | 2,716 | 2,506 | 2,787 | 2,563 | 2,708 | 2,802 | 2,692 |
| 1977 | 2,563 | 2,838 | 2,998 | 2,913 | 2,796 | 2,687 | 2,489 | 2,617 | 2,642 | 2,755 | 2,889 | 2,669 |
| 1978 | 2,840 | 3,048 | 3,167 | 3,271 | 3,326 | 3,172 | 3,210 | 3,386 | 3,168 | 3,139 | 3,162 | 3,271 |
| 1979 | 3,373 | 3,462 | 3,303 | 3,227 | 3,023 | 3,120 | 2,913 | 3,231 | 3,133 | 3,266 | 3,293 | 3,262 |
| 1980 | 3,175 | 3,207 | 3,112 | 3,102 | 3,183 | 3,349 | 3,289 | 3,649 | 3,545 | 3,665 | 3,795 | 3,589 |
| 1981 | 3,981 | 4,076 | 4,076 | 4,116 | 4,326 | 4,286 | 4,398 | 4,548 | 4,321 | 4,364 | 4,315 | 4,117 |
| 1982 | 4,904 | 4,687 | 4,781 | 4,710 | 4,799 | 4,708 | 4,885 | 4,910 | 4,807 | 4.513 | 4,569 | 4,505 |
| 1983 | 4,646 | 4,733 | 5,010 | 5,069 | 5,173 | 5,138 | 5,172 | 5,159 | 5,190 | 5,241 | 5,059 | 4,308 |
| 1984 | 5,359 | 5,340 | 5,162 | 5,418 | 5,372 | 5,436 | 5,560 | 5,189 | 4,894 | 4,984 | 5,118 | 4,863 |
| 1985 | 4,992 | 4,782 | 4,928 | 4,961 | 5,203 | 5,296 | 4,815 | 5,172 | 4,883 | 4,759 | 4,714 | 4,559 |
| 1986 | 4,651 | 4,811 | 4,932 | 5,093 | 5,143 | 5,194 | 5,196 | 5,237 | 5,206 | 5,195 | 5,181 | 5,129 |
| 1987 | 5,494 | 5,711 | | | | | | | | | | |

## DECEMBER WHOLESALE AVERAGE PRICES, 1975-1986



# DOMESTIC PRICES

Continued from page 79

| | 4-Door | 2-Door | 2-Door Hatchback | Convertible | 4-Door Wagon | Automatic Trans. | Power Steering | Power Brakes | Radio | Air Cond. |
|---|---|---|---|---|---|---|---|---|---|---|
| **PLYMOUTH** Horizon America 4 | 5,799 | | | | | * | * | std. | * | 701 |
| Turismo 4 | | | 7,199 | | | * | * | std. | * | 701 |
| Sundance 4 | 7,799 | | 7,599 | | | 529 | std. | std. | std. | 694 |
| Reliant 4 | 7,879 | 7,879 | | | | 529 | 240 | std. | std. | 782 |
| Reliant LE 4 | 8,364 | 8,364 | | | 8,808 | 529 | 240 | std. | std. | 782 |
| Caravelle 4 | 9,813 | | | | | std. | std. | std. | std. | 782 |
| Caravelle SE 4 | 10,527 | | | | | std. | std. | std. | std. | 782 |
| Gran Fury Salon V-8 | 10,598 | | | | | std. | std. | std. | std. | 837 |
| *—Part of option packages for Horizon America and Turismo. Items are not priced separately. | | | | | | | | | | |
| **PONTIAC** 1000 4 | 6,099 | | 5,959 | | | 450 | 225 | 105 | std. | 675 |
| Sunbird 4 | 7,999 | | | | 8,529 | 415 | 225 | std. | 122 | 675 |
| Sunbird SE 4 | | 7,979 | 8,499 | | | 415 | 225 | std. | 122 | 675 |
| Sunbird SE Conv. 4 | | | | 13,799 | | 415 | std. | std. | std. | 675 |
| Sunbird GT 4 | 10,349 | 10,299 | 10,699 | 15,569 | | 415 | std. | std. | std. | 675 |
| Fiero 4 | | 8,299 | | | | 490 | N.A. | std. | 122 | 775 |
| Fiero Sport Coupe 4 | | 9,989 | | | | 490 | N.A. | std. | std. | 775 |
| Fiero SE 4 | | 11,239 | | | | 490 | N.A. | std. | std. | 775 |
| Fiero GT V-6 | | 13,489 | | | | 490 | N.A. | std. | std. | 775 |
| Grand Am 4 | 9,499 | 9,299 | | | | 490 | std. | std. | std. | 675 |
| Grand Am LE 4 | 10,199 | 9,999 | | | | 490 | std. | std. | std. | 675 |
| Grand Am SE V-6 | 12,899 | 12,659 | | | | std. | std. | std. | std. | 675 |
| Firebird V-6 | | 10,359 | | | | 490 | std. | std. | std. | 775 |
| Firebird Trans Am V-8 | | 13,259 | | | | 490 | std. | std. | std. | 775 |
| 6000 4 | 10,499 | 10,499 | | | 10,899 | std. | std. | std. | std. | 775 |
| 6000 LE 4 | 11,099 | | | | 11,499 | std. | std. | std. | std. | 775 |
| 6000 SE V-6 | 12,389 | | | | 13,049 | std. | std. | std. | std. | 775 |
| 6000 STE V-6 | 18,099 | | | | | std. | std. | std. | std. | std. |
| Grand Prix V-6 | | 11,069 | | | | std. | std. | std. | std. | 775 |
| Grand Prix LE V-6 | | 11,799 | | | | std. | std. | std. | std. | 775 |
| Grand Prix Brougham V-6 | | 12,519 | | | | std. | std. | std. | std. | 775 |
| Bonneville V-6 | 13,399 | | | | | std. | std. | std. | std. | std. |
| Bonneville LE V-6 | 14,866 | | | | | std. | std. | std. | std. | std. |
| Safari V-8 | | | | | 13,959 | std. | std. | std. | std. | std. |
| **RENAULT** (U.S.-built models) | | | | | | | | | | |
| Alliance 4 | 6,599 | 6,399 | 6,399 | | | 483 | 234 | std. | 96 | 705 |
| Alliance L 4 | 7,200 | 6,925 | | | | 483 | 234 | std. | std. | 705 |
| Alliance L Conv. 4 | | | | 11,099 | | 483 | 234 | std. | std. | 705 |
| Alliance L Hatchback 4 | 7,250 | | 6,975 | | | 483 | 234 | std. | std. | 705 |
| Alliance DL 4 | 7,900 | 7,625 | | | | 380 | 234 | std. | std. | 705 |
| Alliance DL Conv. 4 | | | | 12,099 | | 380 | 234 | std. | std. | 705 |
| Alliance DL Hatchback 4 | 7,950 | | 7,675 | | | 380 | 234 | std. | std. | 705 |
| Alliance GS 4 | | | 8,499 | | | 380 | 234 | std. | std. | 705 |
| Alliance GTA 4 | | 8,999 | | 12,899 | | 380 | std. | std. | std. | 705 |
| **TOYOTA** (U.S.-built models) | | | | | | | | | | |
| Corolla FX 4 | | | 7,878 | | | 440 | 240 | std. | 300* | 745 |
| Corolla FX-16 4 | | | 9,678 | | | 690 | std. | std. | 300* | 745 |
| Corolla FX-16 GTS 4 | | | 10,668 | | | 690 | std. | std. | 300* | 745 |
| *—Radio is AM-Stereo, FM-Stero ETR unit. | | | | | | | | | | |
| **VOLKSWAGEN** (U.S.-built models) | | | | | | | | | | |
| Golf GL 4 | 8,600 | | 8,390 | | | 460 | 250 | std. | 305* | 740 |
| Golf GT 4 | 10,185 | | 9,975 | | | 460 | 250 | std. | 305* | 740 |
| GTI 4 | | | 12,240 | | | N.A. | std. | std. | 305* | 740 |
| Jetta 4 | 9,800 | | | | | 460 | 280 | std. | 595* | 795 |

*—Radio is AM-FM Stereo unit. Jetta radio price includes cassette player.

# COMPARING PRICES — 1987 vs. 1986

### SUBCOMPACTS

| | March 25, 1987 | March 25, 1986 |
|---|---|---|
| Chevette 2-dr. | $4,995 | $5,645 |
| Omni 4-dr. | 5,700 | 6,209 |
| Horizon 4-dr. | 5,799 | 6,209 |
| Chevette 4-dr. | 5,495 | 5,959 |
| Pontiac 1000 2-dr. | 5,959 | 5,749 |
| Pontiac 1000 4-dr. | 6,099 | 5,969 |
| Sentra 2-dr. | 6,199 | 5,999 |
| Alliance 2-dr. | 6,399 | 5,999 |
| Escort Pony 2-dr. | 6,586 | 6,052 |
| Alliance 4-dr. | 6,599 | 6,199 |
| Lynx 2-dr. | 6,716 | 6,472 |
| Alliance L 2-dr. | 6,925 | 6,510 |
| Escort GL 2-dr. | 6,949 | 6,327 |
| Lynx GS 2-dr. | 7,094 | 7,162 |
| Escort GL 4-dr. | 7,163 | 6,541 |
| Charger 2-dr. | 7,199 | 6,787 |
| Turismo 2-dr. | 7,199 | 6,787 |
| Alliance L 4-dr. | 7,200 | 6,760 |
| Lynx GS 4-dr. | 7,308 | 7,376 |
| Escort GL wagon | 7,444 | 6,822 |
| Shadow 2-dr. | 7,499 | |
| Lynx GS wagon | 7,590 | 7,657 |
| Sundance 2-dr. | 7,599 | |
| Shadow 4-dr. | 7,699 | |
| Escort EXP 2-dr. | 7,745 | 7,186 |
| Sundance 4-dr. | 7,799 | |
| Corolla FX 2-dr. | 7,878 | |
| Sentra E 4-dr. | 7,899 | 7,399 |
| Nova 4-dr. | 8,258 | 7,435 |
| Fiero 2-dr. | 8,299 | 8,949 |
| Golf GL 2-dr. | 8,390 | 7,150 |
| Civic 4-dr. sed. | 8,455 | 7,993 |
| Golf GL 4-dr. | 8,600 | 7,200 |
| Sentra XE wagon | 9,099 | 8,499 |
| Corolla FX-16 2-dr. | 9,678 | |
| Daytona 2-dr. | 9,799 | 9,013 |
| Fiero Sport 2-dr. | 9,989 | 9,449 |
| GTI 2-dr. | 12,240 | 9,350 |

### COMPACTS

(2-door models, unless otherwise noted)

| | March 25, 1987 | March 25, 1986 |
|---|---|---|
| Cavalier 4 | $7,255 | $6,706 |
| Aries 4 | 7,879 | 7,184 |
| Reliant 4 | 7,879 | 7,184 |
| Sunbird 4 | 7,979 | 7,469 |
| Tempo 4 | 8,160 | 7,358 |
| Mustang 4 | 8,271 | 7,189 |
| Skyhawk 4 | 8,522 | 7,844 |
| Firenza 4 | 8,541 | 7,782 |
| Topaz 4 | 8,664 | 8,085 |
| Accord 4 | 9,695 | 9,195 |
| Jetta 4 | 9,800 | 8,370 |
| Camaro V-6 | 9,995 | 8,935 |
| Firebird V-6 | 10,353 | 9,279 |
| LeBaron 4 (4-dr.) | 10,707 | 10,127 |
| Eagle 6 (4-dr.) | 11,485 | 10,836 |
| Cimarron 4 (4-dr.) | 15,032 | 13,128 |

### COMPACT WAGONS

(4-door models)

| | March 25, 1987 | March 25, 1986 |
|---|---|---|
| Cavalier 4 | $7,615 | $7,047 |
| Sunbird 4 | 8,529 | 7,879 |
| Aries 4 | 8,808 | 8,186 |
| Reliant 4 | 8,808 | 8,186 |
| Firenza 4 | 9,146 | 8,259 |
| Skyhawk 4 | 9,249 | 8,426 |
| LeBaron Town & Ctry. 4 | 12,255 | 11,370 |
| Eagle 6 | 12,301 | 11,606 |

### INTERMEDIATES

(2-door models, unless otherwise noted)

| | March 25, 1987 | March 25, 1986 |
|---|---|---|
| Corsica 4 (4-dr.) | $8,995 | |
| Grand Am 4 | 9,299 | $8,549 |
| Beretta 4 | 9,555 | |
| Calais 4 | 9,741 | 9,283 |
| Caravelle 4 (4-dr.) | 9,813 | 9,241 |
| Lancer 4 (4-dr.) | 9,852 | 9,426 |
| Somerset 4 | 9,957 | 9,425 |
| Celebrity 4 | 9,995 | 8,735 |
| Dodge 600 4 (4-dr.) | 10,010 | 9,370 |
| LeBaron GTS 4 (4-dr.) | 10,152 | 9,754 |
| Pontiac 6000 4 | 10,499 | 9,549 |
| Taurus 4 (4-dr.) | 10,650 | 9,645 |
| Century 4 | 10,844 | 10,052 |
| Cutlass Ciera 4 | 10,940 | 10,153 |
| Grand Prix V-6 | 11,069 | 10,259 |
| LeBaron J 4 | 11,295 | |
| Monte Carlo V-6 | 11,306 | 10,241 |
| Cutlass Supreme V-6 | 11,539 | 10,698 |
| Regal V-6 | 11,562 | 10,654 |
| Sable V-6 (4-dr.) | 12,340 | 10,700 |
| Thunderbird V-6 | 13,028 | 11,020 |
| Cougar V-6 | 13,630 | 11,421 |
| New Yorker 4 (4-dr.) | 14,396 | 13,409 |

### INTERMEDIATE WAGONS

(4-door models)

| | March 25, 1987 | March 25, 1986 |
|---|---|---|
| Celebrity 4 | $10,425 | $9,081 |
| Pontiac 6000 4 | 10,899 | 10,095 |
| Cutlass Cruiser 4 | 11,433 | 10,734 |
| Century 4 | 11,478 | 10,648 |
| Taurus V-6 | 11,870 | 10,824 |
| Sable V-6 | 12,904 | 11,837 |

### STANDARD-SIZE

(4-door models)

| | March 25, 1987 | March 25, 1986 |
|---|---|---|
| Plym. Gran Fury V-8 | $10,598 | $10,086 |
| Dodge Diplomat V-8 | 10,598 | 10,086 |
| Chevrolet Caprice V-6 | 10,995 | 10,243 |
| Pont. Bonneville V-6* | 13,399 | 11,169 |
| Buick LeSabre V-6 | 13,438 | 122,511 |
| Olds Delta Royale V-6 | 13,639 | 12,760 |
| Ford Crown Vic. V-8 | 14,349 | 12,562 |
| Merc. Grd. Marquis V-8 | 15,163 | 13,504 |

*—Parisienne in 1986.

### STANDARD-SIZE WAGONS

(4-door, V-8)

| | March 25, 1987 | March 25, 1986 |
|---|---|---|
| Chevrolet Caprice | $11,995 | $11,511 |
| Pontiac Safari* | 13,959 | 11,799 |
| Ford Crown Victoria | 14,315 | 12,405 |
| Olds Custom Cruiser | 14,420 | 13,416 |
| Ford Country Squire | 14,567 | 12,655 |
| Buick LeSabre Estate | 14,724 | 13,622 |
| Mercury Colony Park | 15,500 | 13,724 |
| Buick Electra Estate | 17,697 | 16,402 |

*—Parisienne in 1986.

### LUXURY CARS

| | March 25, 1987 | March 25, 1986 |
|---|---|---|
| Chrysler Fifth Ave. 4-dr. | $15,966 | $14,910 |
| Buick Electra 4-dr. | 16,902 | 15,588 |
| Olds 98 4-dr. | 17,371 | 15,989 |
| Olds Toronado 2-dr. | 19,938 | 19,418 |
| Buick Riviera 2-dr. | 20,337 | 19,831 |
| Cadillac DeVille 4-dr. | 21,659 | 19,990 |
| Cadillac Brougham 4-dr. | 22,637 | 21,265 |
| Lincoln Town Car 4-dr. | 23,126 | 20,674 |
| Cadillac Eldorado 2-dr. | 23,740 | 24,251 |
| Lincoln Mark VII 2-dr. | 25,016 | 22,399 |
| Linc. Continental 4-dr. | 25,484 | 24,556 |
| Cadillac Seville 4-dr. | 26,326 | 26,756 |
| Chev. Corvette 2-dr. | 27,999 | 27,027 |
| Cadillac Limousine | 36,510 | 33,895 |
| Cadillac Allante Conv. | 54,700 | |

### CONVERTIBLES

| | March 25, 1987 | March 25, 1986 |
|---|---|---|
| Alliance L 4 | $11,099 | $10,557 |
| Alliance DL 4 | 12,099 | 11,557 |
| Alliance GTA 4 | 12,899 | |
| Mustang LX 4 | 13,052 | 12,879 |
| Cavalier RS 4 | 13,446 | 12,530 |
| Sunbird SE 4 | 13,799 | 12,779 |
| Sunbird GT 4 | 15,569 | 14,399 |
| Mustang GT V-8 | 15,852 | 14,610 |
| Corvette V-8 | 33,172 | 32,038 |
| Allante V-8 | 54,700 | |

Comparison of selected 1987 and 1986 domestic models by market class. Prices are Manufacturers' Suggested Retail Prices in effect on March 25 of each year.

No adjustment has been made for year-to-year equipment changes or dealer-discount changes or for standard-equipment variations among competing models. If there is no entry in the 1986 column, it means that the 1987 model is or had no direct counterpart in 1986.

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# PRICE AVERAGES BY MONTH AND CAR MODEL YEAR AT AUCTIONS, 1986 AND 1985

### 1986

| Car Model year | Jan. | Feb. | March | April | May | June | July | Aug | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1986 | $8,769 | $10,059 | $10,173 | $11,490 | $11,292 | $12,183 | $12,574 | $12,136 | $11,846 | $11,574 | $11,299 | $11,149 |
| 1985 | 8,509 | 8,655 | 8,774 | 8,803 | 8,650 | 8,558 | 8,522 | 8,520 | 8,472 | 8,414 | 8,286 | 8,144 |
| 1984 | 5,943 | 6,158 | 6,248 | 6,363 | 6,384 | 6,342 | 6,259 | 6,242 | 6,221 | 6,215 | 6,186 | 6,142 |
| 1983 | 5,206 | 5,232 | 5,370 | 5,515 | 5,516 | 5,530 | 5,501 | 5,502 | 5,459 | 5,442 | 5,420 | 5,386 |
| 1902 | 4,136 | 4,089 | 4,213 | 4,308 | 4,361 | 4,363 | 4,358 | 4,337 | 4,261 | 4,216 | 4,190 | 4,141 |
| 1981 | 3,163 | 3,302 | 3,382 | 3,458 | 3,423 | 3,422 | 3,395 | 3,388 | 3,333 | 3.277 | 3,244 | 3,177 |
| 1980 | 2,402 | 2,478 | 2,477 | 2,516 | 2,560 | 2,561 | 2,528 | 2,505 | 2,463 | 2,424 | 2,387 | 2,349 |
| 1979 | 1,954 | 2,348 | 2,246 | 2,199 | 2,195 | 2,172 | 2,164 | 2,145 | 2,109 | 2,086 | 2,069 | 2,035 |
| Overall Average | $ 4,651 | $ 4,811 | $ 4,932 | $ 5,093 | $ 5,143 | $ 5,194 | $ 5,196 | $ 5,237 | $ 5,206 | $ 5,196 | $ 5,181 | $ 5,129 |

### 1985

| Car Model year | Jan. | Feb. | March | April | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1985 | $11,375 | $14,691 | $12,924 | $11,744 | $11,515 | $11,181 | $10,804 | $11,068 | $10,176 | $ 9,706 | $ 9,989 | $ 9,839 |
| 1984 | 8,726 | 8,850 | 9,046 | 8,522 | 8,553 | 8,061 | 7,727 | 7,766 | 7,430 | 6,891 | 6,690 | 6,514 |
| 1983 | 5,978 | 6,171 | 6,028 | 6,464 | 6,474 | 6,306 | 5,971 | 5,923 | 6,177 | 6,047 | 5,820 | 5,594 |
| 1982 | 5,343 | 5,185 | 5,332 | 5,228 | 5,381 | 5,544 | 5,326 | 5,094 | 4,860 | 4,870 | 4,752 | 4,507 |
| 1981 | 4,350 | 4,049 | 2,623 | 3,323 | 4,399 | 4,536 | 4,141 | 4,228 | 3,991 | 3,591 | 3,543 | 3,474 |
| 1980 | 3,600 | 3,301 | 3,474 | 3,511 | 3,226 | 3,528 | 3,245 | 3,165 | 3,008 | 2,896 | 2,738 | 2,694 |
| 1979 | 2,771 | 2,742 | 2,809 | 2,622 | 2,706 | 2,953 | 2,590 | 2,585 | 2,519 | 2,404 | 2,254 | 2,207 |
| 1978 | 2,117 | 1,907 | 1,578 | 1,938 | 2,039 | 2,114 | 2,139 | 2,099 | 2,099 | 1,848 | 1,765 | 1,696 |
| Overall Average | $ 4,992 | $ 4,782 | $ 4,928 | $ 4,961 | $ 5,203 | $ 5,296 | $ 4,815 | $ 5,172 | $ 4,883 | $ 4,759 | $ 4,714 | $ 4,559 |

# OPTIONS/EQUIPMENT

The number of factory-installed options on cars continued to climb in the 1986 model year.

The most popular items were power steering, power brakes, tinted glass and steel-belted radial tires, which appeared on more than 90 percent of U.S.-built cars.

Close behind in popularity were automatic transmissions, air conditioning, intermittent windshield wipers, digital clocks, reclining seats, cloth seats and rear window defrosters.

Air conditioning installations declined in '86, going into 75.16 percent of cars produced compared to 83.69 percent in '85.

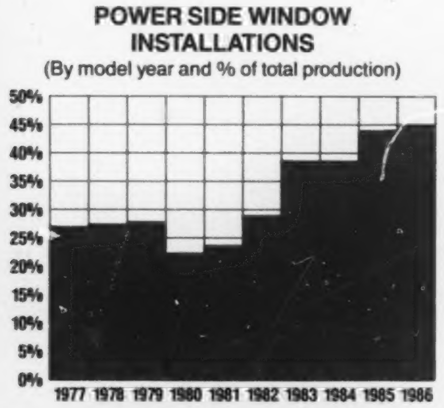
The most notable option upswing in the '86 model year was AM/FM stereos with cassette, which climbed to a 41.94 percent installation rate from 34.37 percent in '85.

Other options that continued to rise steadily in popularity during the '86 model year were fuel injection, tilt steering wheels, rear window defrosters and power side windows.

Falling steeply in '86 were diesel engines and AM radios. Also declining in '86 were eight-cylinder gasoline engines, getting a 20.29-percent market share in '86 versus 25.94 percent in '85.

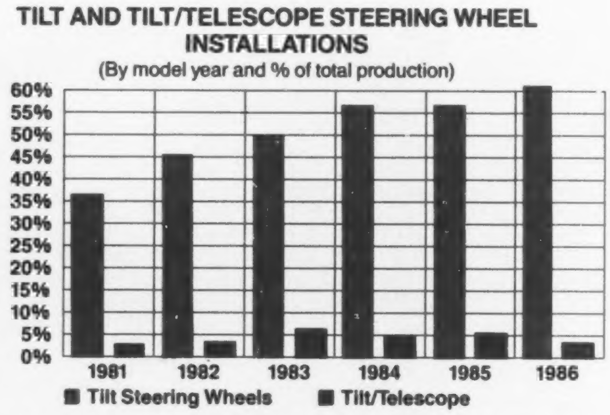
On the other hand, four-cylinder engines went into 49.52 percent of the cars built in 1986, up from 46.67 percent in '85.

Most optional-equipment installation figures in this chapter are for 1986-model passenger car production in the United States, although some include cars built in Canada. ■


**POWER SIDE WINDOW INSTALLATIONS**

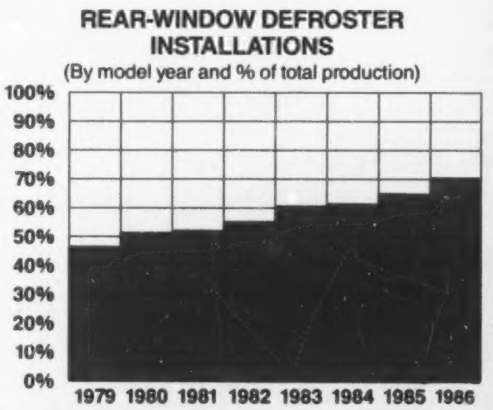
(By model year and % of total production)

**Installations of power side windows continued to rise in 1986. More than 45 percent of cars built in the United States last year had power side windows installed. See table on page 88.**


**TILT AND TILT/TELESCOPE STEERING WHEEL INSTALLATIONS**

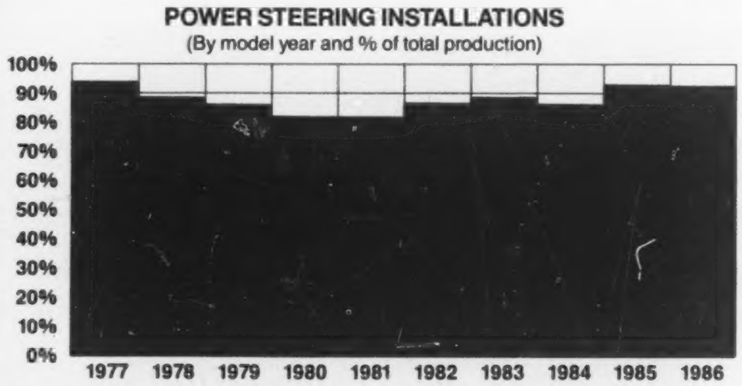
(By model year and % of total production)

**Tilt-wheel installations took a leap, topping the 62-percent mark. However, combination tilt/telescope wheels fell off slightly in 1986. See table on page 91.**


**REAR-WINDOW DEFROSTER INSTALLATIONS**

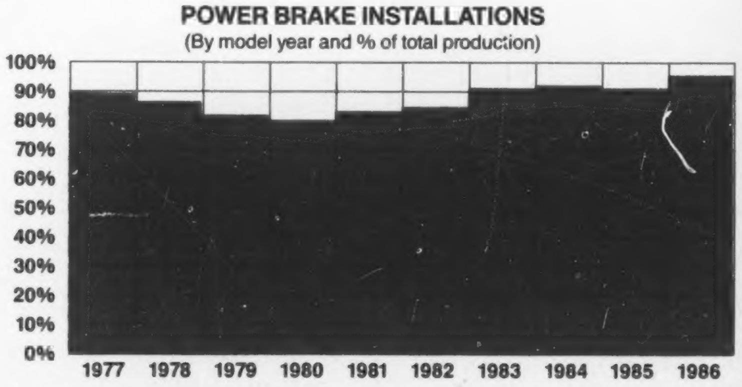
(By model year and % of total production)

**Rear window defrosters continued to be a popular option in 1986; nearly 72 percent of U.S. cars produced had them installed. See table on page 88.**


**POWER STEERING INSTALLATIONS**

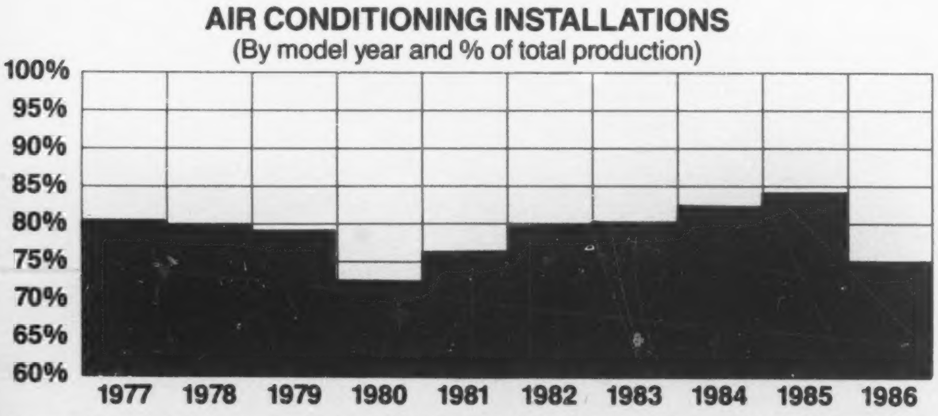
(By model year and % of total production)

**Power steering installations in 1986 ran about the same as the previous year — just over 92 percent. See table on page 88.**


**POWER BRAKE INSTALLATIONS**

(By model year and % of total production)

**Power brake installations in 1986 took more than a 5-percentage-point jump over 1985 — 97.30 percent versus 91.83 percent. See table on page 88.**


**AIR CONDITIONING INSTALLATIONS**

(By model year and % of total production)

**Air conditioning installations nose-dived to 75.16 percent in 1986, versus 83.69 percent in 1985. See table on page 96.**

## TRENDS IN TIRES AND AIR CONDITIONING

**Percentages of model-year production**

**Steel-Belted Radials**

| | Units | % |
|---|---|---|
| 1986 .......... | 7,879,458 | 96.14 |
| 1985 .......... | 7,360,588 | 91.75 |
| 1984 .......... | 7,349,298 | 87.60 |
| 1983 .......... | 4,371,530 | 73.10 |
| 1982 .......... | 3,947,008 | 69.10 |
| 1981 .......... | 4,726,896 | 69.90 |
| 1980 .......... | 4,927,895 | 68.90 |
| 1979 .......... | 7,029,705 | 75.20 |
| 1978 .......... | 6,765,427 | 73.90 |

**White Sidewalls**

| | Units | % |
|---|---|---|
| 1986 .......... | 4,126,613 | 50.35 |
| 1985 .......... | 5,303,399 | 66.10 |
| 1984 .......... | 2,558,142 | 30.40 |
| 1983 .......... | 4,565,653 | 76.30 |
| 1982 .......... | 3,408,972 | 59.70 |
| 1981 .......... | 5,512,389 | 81.50 |
| 1980 .......... | 6,140,605 | 85.90 |
| 1979 .......... | 8,426,449 | 90.10 |
| 1978 .......... | 8,315,505 | 90.90 |

**Glass-Belted Radials**

| | Units | % |
|---|---|---|
| 1986 .......... | 316,174 | 3.86 |
| 1985 .......... | 166,309 | 2.07 |
| 1984 .......... | 1,058,608 | 12.60 |
| 1983 .......... | 1,600,992 | 26.70 |
| 1982 .......... | 1,575,541 | 28.10 |
| 1981 .......... | 2,012,336 | 29.70 |
| 1980 .......... | 1,891,158 | 26.40 |
| 1979 .......... | 1,581,983 | 16.90 |
| 1978 .......... | 832,694 | 9.10 |

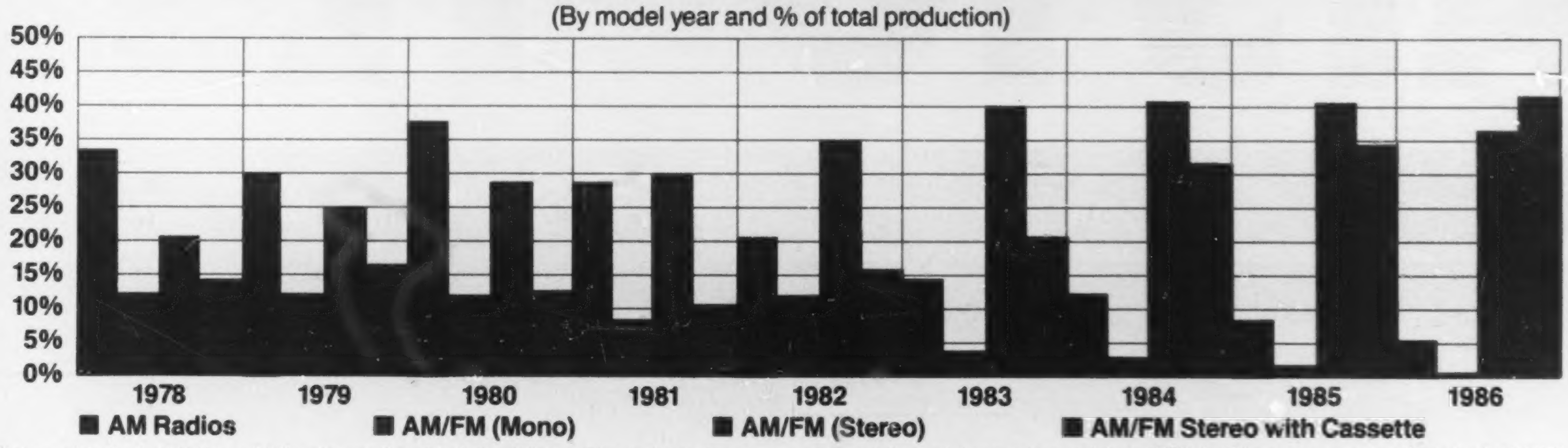
**Air Conditioning**

| | Units | % |
|---|---|---|
| 1986 .......... | 6,159,745 | 75.16 |
| 1985 .......... | 6,714,306 | 83.69 |
| 1984 .......... | 6,857,866 | 82.70 |
| 1983 .......... | 4,866,838 | 80.90 |
| 1982 .......... | 4,585,627 | 80.20 |
| 1981 .......... | 5,186,776 | 76.50 |
| 1980 .......... | 5,181,365 | 72.50 |
| 1979 .......... | 7,449,352 | 79.70 |
| 1978 .......... | 7,352,117 | 80.40 |

# OPTIONS/EQUIPMENT

### RADIO INSTALLATIONS, 1978-1986

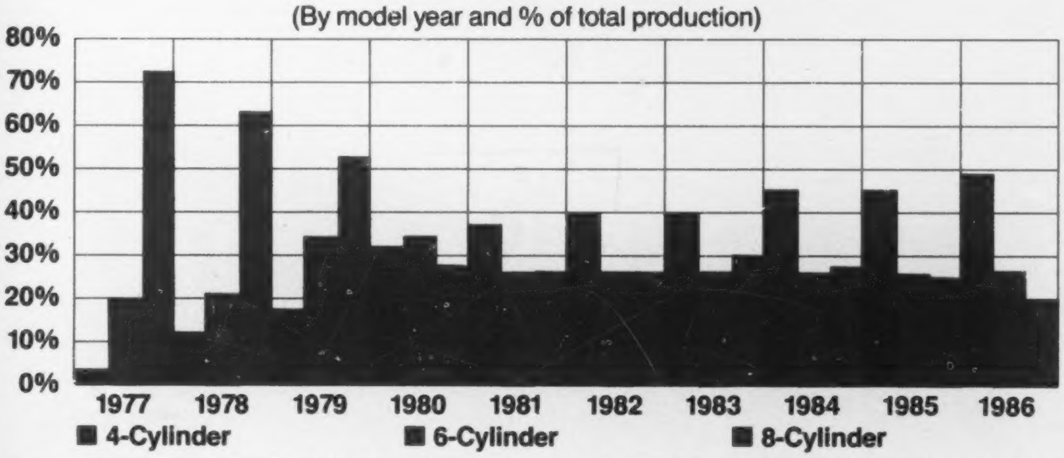
(By model year and % of total production)



**Not surprisingly, installations of AM radios continued to fall in 1986, settling to the 5.10-percent mark. Popularity of AM/FM mono units also continued to wane. Installations of AM/FM stereos fell about 5 percentage points in 1986, but there was a concomitant rise in AM/FM cassette stereo installations. See table on page 92.**

### GASOLINE ENGINE INSTALLATIONS, 1977 - 1986

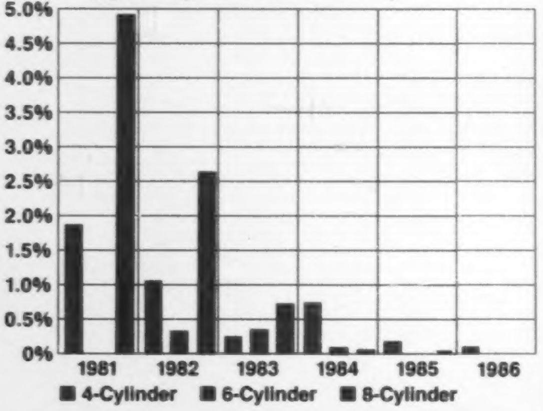
(By model year and % of total production)



**In the engine department, installations of four-bangers rose nearly 3 percentage points in 1986 to 49.52 percent of total production. Sixes were up only slightly from 1985, and V-8 installation fell more than 5 points to wind up with 20.29 percent of production. See table on page 93.**

### DIESEL ENGINE INSTALLATIONS, 1981 - 1986

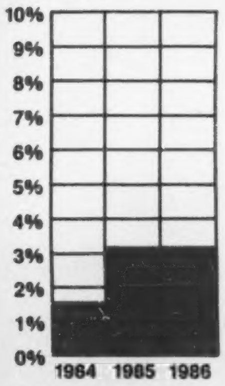
(By model year and % of total units)



**Are we witnessing the death of the domestic diesel? No six- or eight-cylinder diesels were installed in 1986, and four-cylinder diesels were installed in only 0.22 percent of total production. It looks as though only another fuel crisis will resurrect the American diesel engine. See table on page 93.**

### TURBOCHARGER INSTALLATIONS

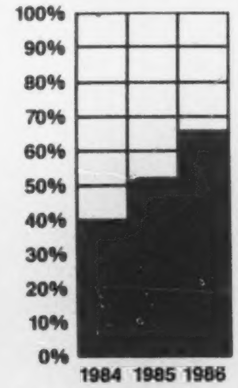
(By model year and % of total production)



**Turbocharger installation leveled off at 3.20 percent in 1986. See table on page 93.**

### FUEL-INJECTION INSTALLATIONS

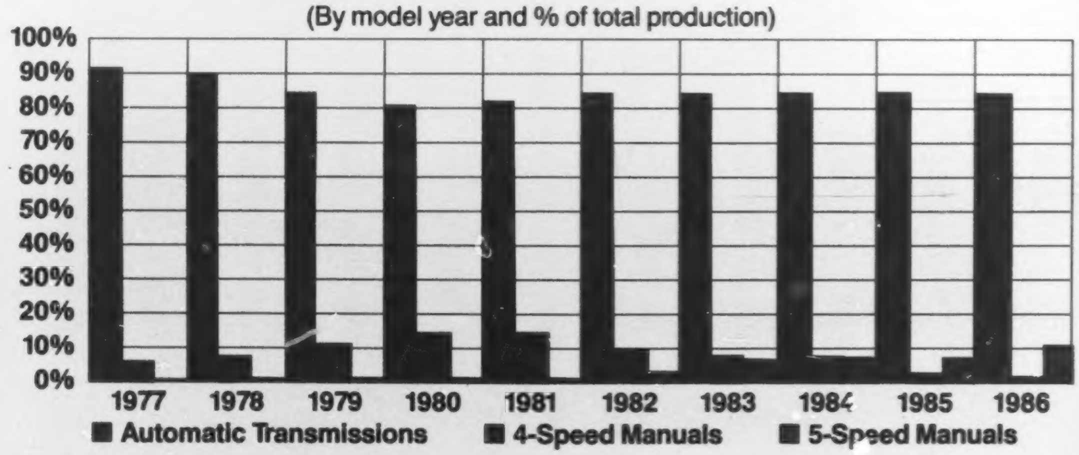
(By model year and % of total production)



**Fuel-injection continued to gain ground on carburetion, taking nearly 66 percent of total production in 1986. See table on page 93.**

### TRANSMISSION INSTALLATIONS, 1977 - 1986

(By model year and % of total production)



**Automatics are still the transmissions of choice, taking about 85 percent of total production in 1985 and 1986. Is the drop in installations of four-speed manuals (to 3.86 percent) and the rise in five-speed manuals (to 11.16 percent) indicative of American automakers' fascination with Eurostyling? See table on page 91.**

# OPTIONS/EQUIPMENT

## ROOF, PAINT OPTIONS ON 1986 U.S. MODELS

| | Vinyl Roofs | Percent of Output | Electric Slide Sunroofs | Percent of Output | Pop-Up Sunroofs | Percent of Output | T-Roofs | Percent of Output | Two-Tone Paint | Percent of Output | Convertible Top Models | Percent of Output |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **AMERICAN MOTORS** | 0 | 0.00 | 0 | 0.00 | 3,139 | 4.30 | 0 | 0.00 | 1,651 | 2.26 | 0 | 0.00 |
| Eagle* | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Renault Total | 0 | 0.00 | 0 | 0.00 | 3,139 | 4.84 | 0 | 0.00 | 1,651 | 2.55 | 0 | 0.00 |
| Alliance | 0 | 0.00 | 0 | 0.00 | 2,417 | 4.33 | 0 | 0.00 | 1,651 | 2.96 | 0 | 0.00 |
| Encore | 0 | 0.00 | 0 | 0.00 | 722 | 7.98 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| **CHRYSLER MOTORS** | 227,958 | 19.50 | 1,759 | 0.15 | 39,671 | 3.39 | 12,158 | 1.04 | 77,909 | 6.67 | 100,956 | 8.64 |
| Plymouth Total | 2,085 | 0.59 | 0 | 0.00 | 3,829 | 1.09 | 0 | 0.00 | 0 | 0.00 | 8.546 | 2.44 |
| Horizon | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 4,775 | 4.88 |
| Turismo | 0 | 0.00 | 0 | 0.00 | 3,829 | 8.25 | 0 | 0.00 | 0 | 0.00 | 2,931 | 6.32 |
| Reliant | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Caravelle | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Gran Fury | 2,085 | 23.35 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 840 | 9.40 |
| Chrysler Total | 203,694 | 55.37 | 1,677 | 0.46 | 13,446 | 3.65 | 5,851 | 1.59 | 58,641 | 15.94 | 19,758 | 5.37 |
| Laser | 0 | 0.00 | 0 | 0.00 | 7,450 | 17.24 | 5,851 | 13.54 | 0 | 0.00 | 0 | 0.00 |
| LeBaron K | 68,775 | 71.08 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 20,886 | 21.59 | 4,786 | 4.95 |
| LeBaron GTS | 0 | 0.00 | 0 | 0.00 | 5,996 | 7.18 | 0 | 0.00 | 37,755 | 45.23 | 5,441 | 6.52 |
| New Yorker/E-Class | 59,533 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Fifth Avenue | 75,386 | 88.78 | 1,677 | 1.97 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 9,531 | 11.22 |
| Dodge Total | 22,179 | 4.92 | 82 | 0.02 | 22,396 | 4.97 | 6.307 | 1.40 | 19,268 | 4.28 | 72,653 | 16.13 |
| Omni | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 4,382 | 5.09 |
| Charger | 0 | 0.00 | 0 | 0.00 | 8,688 | 17.15 | 0 | 0.00 | 0 | 0.00 | 10,695 | 21.11 |
| Aries | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Daytona | 0 | 0.00 | 0 | 0.00 | 10,170 | 21.75 | 6,307 | 13.49 | 0 | 0.00 | 46,761 | 100.00 |
| Dodge 600 | 13,732 | 19.63 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 19,268 | 27.54 | 3,712 | 5.31 |
| Lancer | 0 | 0.00 | 0 | 0.00 | 3,539 | 6.25 | 0 | 0.00 | 0 | 0.00 | 7,102 | 12.54 |
| Diplomat | 8,448 | 46.54 | 82 | 0.45 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| **FORD MOTOR** | 281,826 | 13.79 | 35,089 | 1.72 | 29,371 | 1.44 | 16,456 | 0.81 | 24,987 | 1.22 | 116,363 | 5.70 |
| Ford Division | 74,793 | 5.43 | 0 | 0.00 | 25,719 | 1.87 | 14,922 | 1.08 | 24,987 | 1.81 | 68,576 | 4.98 |
| Escort/EXP | 0 | 0.00 | 0 | 0.00 | 10,700 | 2.74 | 0 | 0.00 | 0 | 0.00 | 18,955 | 4.86 |
| Tempo | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 17,630 | 10.62 |
| Mustang | 0 | 0.00 | 0 | 0.00 | 15,020 | 6.69 | 14,922 | 6.65 | 24,987 | 11.13 | 10,273 | 4.58 |
| Thunderbird | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 11,601 | 7.08 |
| Taurus | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Crown Victoria* | 73,402 | 59.18 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 5,967 | 4.81 |
| LTD | 1,390 | 1.92 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 4,151 | 5.73 |
| L-M Division | 207,033 | 31.11 | 35,089 | 5.27 | 3,652 | 0.55 | 1,534 | 0.23 | 0 | 0.00 | 47,786 | 7.18 |
| Mercury Total | 106,339 | 20.91 | 19,591 | 3.85 | 3,652 | 0.72 | 1,534 | 0.30 | 0 | 0.00 | 34,733 | 6.83 |
| Lynx | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 3,793 | 5.30 |
| Topaz | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 4,528 | 9.70 |
| Capri | 0 | 0.00 | 0 | 0.00 | 3,652 | 17.50 | 1,534 | 7.35 | 0 | 0.00 | 0 | 0.00 |
| Marquis | 600 | 2.10 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,105 | 7.37 |
| Cougar | 6,252 | 4.60 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 15,765 | 11.60 |
| Grand Marquis* | 99,487 | 90.92 | 19,591 | 17.90 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 8,542 | 7.81 |
| Sable | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Lincoln Total | 100,695 | 64.20 | 15,498 | 9.88 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 13,053 | 8.32 |
| Mark VII | 0 | 0.00 | 5,585 | 27.85 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,477 | 12.35 |
| Continental | 0 | 0.00 | 2,616 | 13.76 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 4,409 | 23.19 |
| Lincoln | 100,695 | 85.50 | 7,298 | 6.20 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 6,167 | 5.24 |
| **GENERAL MOTORS** | 574,493 | 13.01 | 25,238 | 0.57 | 237,947 | 5.39 | 68,310 | 1.55 | 3,260 | 0.07 | 408,493 | 9.25 |
| Buick Total | 101,753 | 11.97 | 7,089 | 0.83 | 13,058 | 1.54 | 3,776 | 0.44 | 0 | 0.00 | 54,001 | 6.35 |
| Regal | 53,536 | 58.68 | 2,163 | 2.37 | 0 | 0.00 | 3,776 | 4.14 | 0 | 0.00 | 5,920 | 6.49 |
| LeSabre (fwd) | 16,883 | 17.78 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Skyhawk | 0 | 0.00 | 0 | 0.00 | 6,148 | 6.72 | 0 | 0.00 | 0 | 0.00 | 9,107 | 9.96 |
| Somerset/Skylark | 0 | 0.00 | 0 | 0.00 | 3,232 | 2.34 | 0 | 0.00 | 0 | 0.00 | 15,665 | 11.36 |
| Century | 6.534 | 2.38 | 0 | 0.00 | 3,678 | 1.34 | 0 | 0.00 | 0 | 0.00 | 20,811 | 7.58 |
| LeSabre/Electra (rwd) | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Electra (fwd) | 24.800 | 20.69 | 2,010 | 1.68 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Riviera | 0 | 0.00 | 2,916 | 13.17 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,498 | 11.28 |
| Cadillac Total | 79,017 | 28.05 | 6,833 | 2.43 | 3,132 | 1.11 | 0 | 0.00 | 0 | 0.00 | 15,433 | 5.48 |
| Cimarron | 0 | 0.00 | 0 | 0.00 | 3,132 | 12.77 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Seville | 0 | 0.00 | 1,408 | 7.37 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 7,284 | 38.14 |
| Eldorado | 0 | 0.00 | 1,458 | 6.83 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 8,149 | 38.18 |
| Fleetwood | 49,137 | 100.00 | 2,257 | 4.59 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| DeVille (fwd) | 29,880 | 17.83 | 1,710 | 1.02 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Chevrolet Total | 122,370 | 8.94 | 0 | 0.00 | 128,181 | 9.36 | 0 | 0.00 | 0 | 0.00 | 108,175 | 7.90 |
| Chevette | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 5,059 | 4.90 |
| Cavalier | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 23,334 | 5.40 |
| Celebrity | 6,291 | 2.60 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 26,371 | 10.90 |
| Camaro | 0 | 0.00 | 0 | 0.00 | 89,959 | 46.80 | 0 | 0.00 | 0 | 0.00 | 4,613 | 2.40 |
| Monte Carlo | 24,200 | 20.30 | 0 | 0.00 | 18,597 | 15.60 | 0 | 0.00 | 0 | 0.00 | 11,683 | 9.80 |
| Caprice | 91,879 | 37.50 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 33,322 | 13.60 |
| Corvette | 0 | 0.00 | 0 | 0.00 | 19,625 | 55.90 | 0 | 0.00 | 0 | 0.00 | 3,792 | 10.80 |
| Oldsmobile Total | 187,592 | 17.85 | 6,628 | 0.63 | 10,706 | 1.02 | 5,856 | 0.56 | 0 | 0.00 | 35,646 | 3.39 |
| Firenza | 0 | 0.00 | 0 | 0.00 | 1,645 | 3.52 | 0 | 0.00 | 0 | 0.00 | 3,994 | 8.55 |
| Calais | 0 | 0.00 | 0 | 0.00 | 4,681 | 3.09 | 0 | 0.00 | 0 | 0.00 | 11,314 | 7.48 |
| Cutlass Ciera | 25,703 | 8.94 | 0 | 0.00 | 4,379 | 1.52 | 0 | 0.00 | 0 | 0.00 | 10,982 | 3.82 |
| Cutlass Supreme | 79,608 | 47.02 | 2,607 | 1.54 | 0 | 0.00 | 5,856 | 3.46 | 0 | 0.00 | 4,106 | 2.43 |
| Delta 88 | 46,719 | 19.94 | 0 | 0.00 | 1 | .00 | 0 | 0.00 | 0 | 0.00 | 3,677 | 1.57 |
| 88 (rwd-wgn) | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Olds 98 | 35,561 | 28.55 | 1,820 | 1.46 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 1,572 | 1.26 |
| Toronado | 0 | 0.00 | 2,202 | 13.83 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Pontiac Total | 83,761 | 9.71 | 4,688 | 0.54 | 82,870 | 9.60 | 58,678 | 6.80 | 3,260 | 0.38 | 195,238 | 22.62 |
| 1000 | 0 | 0.00 | 0 | 0.00 | 1,122 | 5.17 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| 2000 Sunbird | 0 | 0.00 | 0 | 0.00 | 10,407 | 7.70 | 0 | 0.00 | 3,260 | 2.41 | 24,170 | 17.89 |
| Fiero | 0 | 0.00 | 0 | 0.00 | 50,230 | 59.82 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Grand Am | 0 | 0.00 | 0 | 0.00 | 13,991 | 6.26 | 0 | 0.00 | 0 | 0.00 | 84,387 | 37.74 |
| Grand Prix* | 21,558 | 48.68 | 1,601 | 3.62 | 0 | 0.00 | 3,557 | 8.03 | 0 | 0.00 | 4,090 | 9.24 |
| Bonneville* | 13,331 | 32.57 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 4,028 | 9.84 |
| Firebird | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 55,121 | 49.89 | 0 | 0.00 | 43,407 | 39.29 |
| Parisienne | 47,155 | 55.42 | 1,468 | 1.72 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 8,335 | 9.80 |
| 6000 | 1,718 | 1.46 | 1,619 | 1.37 | 7,120 | 6.04 | 0 | 0.00 | 0 | 0.00 | 26,822 | 22.75 |
| **HONDA** | 0 | 0.00 | 107,207 | 59.20 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Civic | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Accord | 0 | 0.00 | 107,207 | 60.15 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| **NISSAN** | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| **NUMMI** (Nova) | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 13,248 | 7.40 |
| **VOLKSWAGEN** | 0 | 0.00 | 0 | 0.00 | 31,722 | 37.17 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Total Cars, U.S. | 1,084,277 | 13.23 | 169,293 | 2.07 | 341,851 | 4.17 | 96,924 | 1.18 | 107,807 | 1.32 | 639,060 | 7.80 |

*—Based on North American production

# OPTIONS/EQUIPMENT

## POWER EQUIPMENT, BRAKE, GLASS OPTIONS ON 1986 U.S. MODELS

| | Tinted glass | Percent of output | Power steering | Percent of output | Power brakes | Percent of output | Anti-lock braking system (ABS) | Percent of output | 4-wheel disc brakes | Percent of output | Power side windows | Percent of output | Rear window defroster | Percent of output | Power locks | Percent of output | Power side mirrors | Percent of output |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **AMERICAN MOTORS** | 49,490 | 67.71 | 48,437 | 66.27 | 73,090 | 100.00 | 0 | 0.00 | 0 | 0.00 | 1,558 | 2.13 | 49,327 | 67.49 | 7,005 | 9.58 | 7,249 | 9.92 |
| Eagle* | 7,749 | 94.30 | 8,217 | 100.00 | 8,217 | 100.00 | 0 | 0.00 | 0 | 0.00 | 1,558 | 18.96 | 7,790 | 94.80 | 3,782 | 46.03 | 7,249 | 88.22 |
| Renault Total | 41,741 | 64.34 | 40,220 | 62.00 | 64,873 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 41,537 | 64.03 | 3,223 | 4.97 | 0 | 0.00 |
| Alliance | 35,190 | 63.04 | 34,736 | 62.23 | 55,821 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 34,517 | 61.84 | 2,801 | 5.02 | 0 | 0.00 |
| Encore | 6,552 | 72.38 | 5,484 | 60.58 | 9,052 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 7,020 | 77.56 | 422 | 4.66 | 0 | 0.00 |
| **CHRYSLER MOTORS** | 1,152,978 | 98.54 | 1,086,665 | 92.97 | 1,161,459 | 99.37 | 0 | 0.00 | 0 | 0.00 | 342,002 | 29.26 | 865,334 | 74.03 | 357,195 | 30.56 | 302,104 | 25.85 |
| Plymouth Total | 342,045 | 97.57 | 325,667 | 92.90 | 350,573 | 100.00 | 0 | 0.00 | 0 | 0.00 | 13,838 | 3.95 | 254,630 | 72.63 | 27,653 | 7.89 | 27,498 | 7.84 |
| Horizon | 97,778 | 100.00 | 85,434 | 87.38 | 97,778 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 76,422 | 78.16 | 0 | 0.00 | 0 | 0.00 |
| Turismo | 46,392 | 100.00 | 41,430 | 89.30 | 46,392 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 34,487 | 74.34 | 0 | 0.00 | 0 | 0.00 |
| Reliant | 144,834 | 94.44 | 150,835 | 98.35 | 153,362 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 100,896 | 65.79 | 13,194 | 8.60 | 0 | 0.00 |
| Caravelle | 44,110 | 100.00 | 39,038 | 88.50 | 44,110 | 100.00 | 0 | 0.00 | 0 | 0.00 | 12,058 | 27.34 | 35,769 | 81.09 | 12,058 | 27.34 | 27,498 | 62.34 |
| Gran Fury | 8,931 | 100.00 | 8,931 | 100.00 | 8,931 | 100.00 | 0 | 0.00 | 0 | 0.00 | 1,780 | 19.93 | 7,057 | 79.01 | 2,402 | 26.90 | 0 | 0.00 |
| Chrysler Total | 367,898 | 100.00 | 335,465 | 91.18 | 367,898 | 100.00 | 0 | 0.00 | 0 | 0.00 | 252,199 | 68.55 | 300,837 | 81.77 | 243,288 | 66.13 | 224,250 | 60.95 |
| Laser | 43,210 | 100.00 | 43,210 | 100.00 | 43,210 | 100.00 | 0 | 0.00 | 0 | 0.00 | 18,348 | 42.46 | 39,510 | 91.44 | 14,766 | 34.17 | 21,022 | 48.65 |
| LeBaron K | 96,760 | 100.00 | 81,820 | 84.56 | 96,760 | 100.00 | 0 | 0.00 | 0 | 0.00 | 51,646 | 53.38 | 68,940 | 71.25 | 51,646 | 53.38 | 28,960 | 29.93 |
| LeBaron GTS | 83,478 | 100.00 | 83,478 | 100.00 | 83,478 | 100.00 | 0 | 0.00 | 0 | 0.00 | 37,755 | 45.23 | 53,061 | 63.56 | 37,755 | 45.23 | 29,818 | 35.72 |
| New Yorker/E-Class | 59,533 | 100.00 | 42,040 | 70.62 | 59,533 | 100.00 | 0 | 0.00 | 0 | 0.00 | 59,533 | 100.00 | 54,409 | 91.39 | 56,926 | 95.62 | 59,533 | 100.00 |
| Fifth Avenue | 84,917 | 100.00 | 84,917 | 100.00 | 84,917 | 100.00 | 0 | 0.00 | 0 | 0.00 | 84,917 | 100.00 | 84,917 | 100.00 | 82,195 | 96.80 | 84,917 | 100.00 |
| Dodge Total | 443,035 | 98.37 | 425,532 | 94.49 | 442,988 | 98.36 | 0 | 0.00 | 0 | 0.00 | 75,965 | 16.87 | 309,866 | 68.80 | 86,254 | 19.15 | 50,356 | 11.18 |
| Omni | 86,046 | 100.00 | 75,037 | 87.21 | 86,046 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 65,888 | 76.57 | 0 | 0.00 | 0 | 0.00 |
| Charger | 50,655 | 100.00 | 38,063 | 75.14 | 50,655 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 36,450 | 71.96 | 0 | 0.00 | 0 | 0.00 |
| Aries | 114,837 | 94.00 | 120,959 | 99.01 | 121,776 | 99.68 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 73,126 | 59.86 | 13,977 | 11.44 | 0 | 0.00 |
| Daytona | 46,761 | 100.00 | 46,761 | 100.00 | 46,761 | 100.00 | 0 | 0.00 | 0 | 0.00 | 18,379 | 39.30 | 42,718 | 91.35 | 13,928 | 29.79 | 21,694 | 46.39 |
| Dodge 600 | 69,956 | 100.00 | 69,933 | 99.97 | 69,956 | 100.00 | 0 | 0.00 | 0 | 0.00 | 30,062 | 42.97 | 42,214 | 60.34 | 30,062 | 42.97 | 12,705 | 18.16 |
| Lancer | 56,627 | 100.00 | 56,627 | 100.00 | 56,627 | 100.00 | 0 | 0.00 | 0 | 0.00 | 18,748 | 33.11 | 34,511 | 60.94 | 18,748 | 33.11 | 15,957 | 28.18 |
| Diplomat | 18,153 | 100.00 | 18,153 | 100.00 | 11,167 | 61.52 | 0 | 0.00 | 0 | 0.00 | 8,776 | 48.34 | 14,961 | 82.41 | 9,538 | 52.54 | 0 | 0.00 |
| **FORD MOTOR** | 1,886,963 | 92.36 | 1,953,599 | 95.62 | 2,043,061 | 100.00 | 19,012 | 0.93 | 0 | 0.00 | 1,066,400 | 52.20 | 1,605,872 | 78.60 | 1,115,035 | 54.58 | 1,366,948 | 66.91 |
| Ford Division | 1,240,068 | 90.02 | 1,307,687 | 94.93 | 1,377,562 | 100.00 | 0 | 0.00 | 0 | 0.00 | 540,399 | 39.23 | 997,144 | 72.38 | 615,144 | 44.65 | 830,087 | 60.26 |
| Escort/EXP | 309,957 | 79.43 | 322,657 | 82.68 | 390,227 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 234,259 | 60.03 | 0 | 0.00 | 187,049 | 47.93 |
| Tempo | 158,376 | 95.36 | 163,774 | 98.61 | 166,078 | 100.00 | 0 | 0.00 | 0 | 0.00 | 17,587 | 10.59 | 100,353 | 60.43 | 35,988 | 21.67 | 152,162 | 91.62 |
| Mustang | 182,371 | 81.27 | 224,410 | 100.00 | 224,410 | 100.00 | 0 | 0.00 | 0 | 0.00 | 73,712 | 32.85 | 142,744 | 63.61 | 172,290 | 76.77 | 0 | 0.00 |
| Thunderbird | 162,588 | 99.16 | 163,965 | 100.00 | 163,965 | 100.00 | 0 | 0.00 | 0 | 0.00 | 153,748 | 93.77 | 147,937 | 90.23 | 114,542 | 69.86 | 156,521 | 95.46 |
| Taurus | 232,911 | 98.54 | 236,362 | 100.00 | 236,362 | 100.00 | 0 | 0.00 | 0 | 0.00 | 169,537 | 71.73 | 215,313 | 91.09 | 167,125 | 70.71 | 227,098 | 96.08 |
| Crown Victoria* | 122,187 | 98.51 | 124,037 | 100.00 | 124,037 | 100.00 | 0 | 0.00 | 0 | 0.00 | 82,511 | 66.52 | 100,342 | 80.90 | 85,610 | 69.02 | 55,918 | 45.08 |
| LTD | 71,678 | 98.89 | 72,483 | 100.00 | 72,483 | 100.00 | 0 | 0.00 | 0 | 0.00 | 43,303 | 59.74 | 56,195 | 77.53 | 39,588 | 54.62 | 51,338 | 70.83 |
| L-M Division | 646,895 | 97.20 | 645,911 | 97.06 | 665,499 | 100.00 | 19,012 | 2.86 | 0 | 0.00 | 526,000 | 79.04 | 608,727 | 91.47 | 499,891 | 75.12 | 536,861 | 80.67 |
| Mercury Total | 490,056 | 96.34 | 489,072 | 96.15 | 508,660 | 100.00 | 0 | 0.00 | 0 | 0.00 | 369,161 | 72.58 | 451,888 | 88.84 | 343,052 | 67.44 | 380,022 | 74.71 |
| Lynx | 54,789 | 76.57 | 51,971 | 72.63 | 71,559 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 41,089 | 57.42 | 0 | 0.00 | 0 | 0.00 |
| Topaz | 46,683 | 100.00 | 46,683 | 100.00 | 46,683 | 100.00 | 0 | 0.00 | 0 | 0.00 | 10,423 | 22.33 | 40,885 | 87.58 | 9,563 | 20.48 | 10,423 | 22.33 |
| Capri | 20,869 | 100.00 | 20,869 | 100.00 | 20,869 | 100.00 | 0 | 0.00 | 0 | 0.00 | 20,869 | 100.00 | 20,869 | 100.00 | 15,589 | 74.70 | 20,869 | 100.00 |
| Marquis | 28,096 | 98.30 | 28,582 | 100.00 | 28,582 | 100.00 | 0 | 0.00 | 0 | 0.00 | 24,266 | 84.90 | 25,552 | 89.40 | 22,065 | 77.20 | 11,433 | 40.00 |
| Cougar | 135,223 | 99.50 | 135,909 | 100.00 | 135,909 | 100.00 | 0 | 0.00 | 0 | 0.00 | 122,318 | 90.00 | 131,424 | 96.70 | 110,223 | 81.10 | 132,240 | 97.30 |
| Grand Marquis* | 109,420 | 100.00 | 109,420 | 100.00 | 109,420 | 100.00 | 0 | 0.00 | 0 | 0.00 | 109,420 | 100.00 | 101,980 | 93.20 | 106,903 | 97.70 | 109,420 | 100.00 |
| Sable | 94,969 | 99.30 | 95,638 | 100.00 | 95,638 | 100.00 | 0 | 0.00 | 0 | 0.00 | 81,866 | 85.60 | 90,090 | 94.20 | 78,710 | 82.30 | 95,638 | 100.00 |
| Lincoln Total | 156,839 | 100.00 | 156,839 | 100.00 | 156,839 | 100.00 | 19,012 | 12.12 | 0 | 0.00 | 156,839 | 100.00 | 156,839 | 100.00 | 156,839 | 100.00 | 156,839 | 100.00 |
| Mark VII | 20,056 | 100.00 | 20,056 | 100.00 | 20,056 | 100.00 | 0 | 0.00 | 0 | 0.00 | 20,056 | 100.00 | 20,056 | 100.00 | 20,056 | 100.00 | 20,056 | 100.00 |
| Continental | 19,012 | 100.00 | 19,012 | 100.00 | 19,012 | 100.00 | 19,012 | 100.00 | 0 | 0.00 | 19,012 | 100.00 | 19,012 | 100.00 | 19,012 | 100.00 | 19,012 | 100.00 |
| Lincoln | 117,771 | 100.00 | 117,771 | 100.00 | 117,771 | 100.00 | 0 | 0.00 | 0 | 0.00 | 117,771 | 100.00 | 117,771 | 100.00 | 117,771 | 100.00 | 117,771 | 100.00 |
| **GENERAL MOTORS** | 4,122,499 | 93.39 | 4,090,294 | 92.66 | 4,286,077 | 97.09 | 37,078 | 0.84 | 106,258 | 2.41 | 2,195,858 | 49.74 | 2,905,875 | 65.83 | 2,344,548 | 53.11 | 604,808 | 13.70 |
| Buick Total | 836,825 | 98.44 | 849,241 | 99.90 | 850,103 | 100.00 | 1,017 | 0.12 | 0 | 0.00 | 465,632 | 54.77 | 599,401 | 70.51 | 526,182 | 61.90 | 158,841 | 18.68 |
| Regal | 90,074 | 98.73 | 91,230 | 100.00 | 91,230 | 100.00 | 0 | 0.00 | 0 | 0.00 | 59,913 | 65.67 | 59,437 | 65.15 | 50,186 | 55.01 | 0 | 0.00 |
| LeSabre (fwd) | 94,972 | 100.00 | 94,972 | 100.00 | 94,972 | 100.00 | 0 | 0.00 | 0 | 0.00 | 70,132 | 73.84 | 67,711 | 71.30 | 80,646 | 84.92 | 21,901 | 23.06 |
| Skyhawk | 83,873 | 91.74 | 90,559 | 99.06 | 91,421 | 100.00 | 0 | 0.00 | 0 | 0.00 | 8,411 | 9.20 | 62,359 | 68.21 | 9,832 | 10.75 | 0 | 0.00 |
| Somerset/Skylark | 137,855 | 100.00 | 137,855 | 100.00 | 137,855 | 100.00 | 0 | 0.00 | 0 | 0.00 | 40,898 | 29.67 | 81,681 | 59.25 | 53,858 | 39.07 | 2,472 | 1.79 |
| Century | 269,933 | 98.33 | 274,507 | 100.00 | 274,507 | 100.00 | 0 | 0.00 | 0 | 0.00 | 127,468 | 46.44 | 198,592 | 72.34 | 172,808 | 62.95 | 10,513 | 3.83 |
| LeSabre/Electra (rwd) | 18,126 | 100.00 | 18,126 | 100.00 | 18,126 | 100.00 | 0 | 0.00 | 0 | 0.00 | 16,818 | 92.78 | 15,271 | 84.25 | 17,608 | 97.14 | 3,217 | 17.75 |
| Electra (fwd) | 119,854 | 100.00 | 119,854 | 100.00 | 119,854 | 100.00 | 1,017 | 0.85 | 0 | 0.00 | 119,854 | 100.00 | 94,284 | 78.67 | 119,106 | 99.38 | 98,600 | 82.27 |
| Riviera | 22,138 | 100.00 | 22,138 | 100.00 | 22,138 | 100.00 | 0 | 0.00 | 0 | 0.00 | 22,138 | 100.00 | 20,067 | 90.65 | 22,138 | 100.00 | 22,138 | 100.00 |
| Cadillac Total | 281,683 | 100.00 | 281,683 | 100.00 | 281,683 | 100.00 | 0 | 0.00 | 0 | 0.00 | 281,683 | 100.00 | 227,400 | 80.73 | 281,683 | 100.00 | 281,683 | 100.00 |
| Cimarron | 24,534 | 100.00 | 24,534 | 100.00 | 24,534 | 100.00 | 0 | 0.00 | 0 | 0.00 | 24,534 | 100.00 | 24,534 | 100.00 | 24,534 | 100.00 | 24,534 | 100.00 |
| Seville | 19,098 | 100.00 | 19,098 | 100.00 | 19,098 | 100.00 | 0 | 0.00 | 0 | 0.00 | 19,098 | 100.00 | 17,032 | 89.18 | 19,098 | 100.00 | 19,098 | 100.00 |
| Eldorado | 21,342 | 100.00 | 21,342 | 100.00 | 21,342 | 100.00 | 0 | 0.00 | 0 | 0.00 | 21,342 | 100.00 | 18,323 | 85.85 | 21,342 | 100.00 | 21,342 | 100.00 |
| Fleetwood | 49,137 | 100.00 | 49,137 | 100.00 | 49,137 | 100.00 | 0 | 0.00 | 0 | 0.00 | 49,137 | 100.00 | 38,612 | 78.58 | 49,137 | 100.00 | 49,137 | 100.00 |
| DeVille (fwd) | 167,572 | 100.00 | 167,572 | 100.00 | 167,572 | 100.00 | 0 | 0.00 | 0 | 0.00 | 167,572 | 100.00 | 128,899 | 76.92 | 167,572 | 100.00 | 167,572 | 100.00 |
| Chevrolet Total | 1,149,307 | 83.96 | 1,157,353 | 84.55 | 1,255,703 | 91.74 | 35,109 | 2.56 | 61,827 | 4.52 | 455,370 | 33.27 | 843,717 | 61.64 | 521,048 | 38.07 | 47,639 | 3.48 |
| Chevette | 51,829 | 50.20 | 32,626 | 31.60 | 16,829 | 16.30 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 30,148 | 29.20 | 0 | 0.00 | 0 | 0.00 |
| Cavalier | 363,397 | 84.10 | 291,236 | 67.40 | 432,101 | 100.00 | 0 | 0.00 | 0 | 0.00 | 25,325 | 5.86 | 238,520 | 55.20 | 78,211 | 18.10 | 0 | 0.00 |
| Celebrity | 201,628 | 83.34 | 241,942 | 100.00 | 241,942 | 100.00 | 0 | 0.00 | 0 | 0.00 | 58,792 | 24.30 | 156,053 | 64.50 | 78,389 | 32.40 | 0 | 0.00 |
| Camaro | 183,569 | 95.50 | 192,219 | 100.00 | 165,501 | 86.10 | 0 | 0.00 | 26,718 | 13.90 | 108,796 | 56.60 | 132,439 | 68.90 | 87,652 | 45.60 | 39,213 | 20.40 |
| Monte Carlo | 115,633 | 97.00 | 119,210 | 100.00 | 119,210 | 100.00 | 0 | 0.00 | 0 | 0.00 | 76,176 | 63.90 | 87,143 | 73.10 | 70,811 | 59.40 | 0 | 0.00 |
| Caprice | 233,251 | 95.20 | 245,011 | 100.00 | 245,011 | 100.00 | 0 | 0.00 | 0 | 0.00 | 151,172 | 61.70 | 172,733 | 70.50 | 171,753 | 70.10 | 0 | 0.00 |
| Corvette | 0 | 0.00 | 35,109 | 100.00 | 35,109 | 100.00 | 35,109 | 100.00 | 35,109 | 100.00 | 35,109 | 100.00 | 26,683 | 76.00 | 34,232 | 97.50 | 8,426 | 24.00 |
| Oldsmobile Total | 1,036,191 | 98.61 | 1,041,984 | 99.17 | 1,050,756 | 100.00 | 952 | 0.09 | 0 | 0.00 | 622,164 | 59.21 | 747,566 | 71.15 | 664,268 | 63.22 | 42,012 | 4.00 |
| Firenza | 42,209 | 90.38 | 37,929 | 81.22 | 46,701 | 100.00 | 0 | 0.00 | 0 | 0.00 | 4,851 | 10.39 | 29,440 | 63.04 | 5,478 | 11.73 | 0 | 0.00 |
| Calais | 151,291 | 100.00 | 151,291 | 100.00 | 151,291 | 100.00 | 0 | 0.00 | 0 | 0.00 | 50,613 | 33.45 | 86,965 | 57.48 | 45,699 | 30.21 | 0 | 0.00 |
| Cutlass Ciera | 279,382 | 97.14 | 287,622 | 100.00 | 287,622 | 100.00 | 0 | 0.00 | 0 | 0.00 | 135,648 | 47.16 | 213,094 | 74.09 | 165,381 | 57.50 | 0 | 0.00 |
| Cutlass Supreme | 167,474 | 98.92 | 169,307 | 100.00 | 169,307 | 100.00 | 0 | 0.00 | 0 | 0.00 | 96,373 | 56.92 | 113,851 | 67.25 | 88,466 | 52.25 | 0 | 0.00 |
| Delta 88 | 234,266 | 100.00 | 234,266 | 100.00 | 234,266 | 100.00 | 0 | 0.00 | 0 | 0.00 | 175,848 | 75.06 | 171,820 | 73.34 | 198,843 | 84.88 | 0 | 0.00 |
| 88 (rwd-wagon) | 21,073 | 100.00 | 21,073 | 100.00 | 21,073 | 100.00 | 0 | 0.00 | 0 | 0.00 | 18,335 | 87.01 | 18,030 | 85.56 | 19,905 | 94.46 | 4,429 | 21.02 |
| Olds 98 | 124,572 | 100.00 | 124,572 | 100.00 | 124,572 | 100.00 | 952 | 0.76 | 0 | 0.00 | 124,572 | 100.00 | 99,431 | 79.82 | 124,572 | 100.00 | 29,969 | 24.06 |
| Toronado | 15,924 | 100.00 | 15,924 | 100.00 | 15,924 | 100.00 | 0 | 0.00 | 0 | 0.00 | 15,924 | 100.00 | 14,934 | 93.78 | 15,924 | 100.00 | 7,614 | 47.81 |
| Pontiac Total | 818,493 | 94.84 | 760,033 | 88.07 | 847,832 | 98.24 | 0 | 0.00 | 44,431 | 5.15 | 371,010 | 42.99 | 487,790 | 56.52 | 351,368 | 40.71 | 74,633 | 8.65 |
| 1000 | 13,649 | 62.93 | 8,420 | 38.82 | 6,494 | 29.94 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 5,812 | 26.80 | 0 | 0.00 | 0 | 0.00 |
| 2000 Sunbird | 123,541 | 91.44 | 129,350 | 95.74 | 135,101 | 100.00 | 0 | 0.00 | 0 | 0.00 | 11,913 | 8.82 | 76,200 | 56.40 | 22,134 | 16.38 | 3,774 | 2.79 |
| Fiero | 63,392 | 75.49 | 0 | 0.00 | 83,974 | 100.00 | 0 | 0.00 | 0 | 0.00 | 35,294 | 42.03 | 28,197 | 33.58 | 36,386 | 43.33 | 18,225 | 21.70 |
| Grand Am | 223,596 | 100.00 | 223,596 | 100.00 | 223,596 | 100.00 | 0 | 0.00 | 0 | 0.00 | 85,994 | 38.46 | 129,127 | 57.75 | 77,472 | 34.65 | 14,342 | 6.41 |
| Grand Prix* | 43,696 | 98.67 | 44,284 | 100.00 | 44,284 | 100.00 | 0 | 0.00 | 0 | 0.00 | 28,054 | 63.35 | 25,416 | 57.39 | 24,028 | 54.26 | 0 | 0.00 |
| Bonneville* | 40,408 | 98.74 | 40,925 | 100.00 | 40,925 | 100.00 | 0 | 0.00 | 0 | 0.00 | 16,095 | 39.33 | 18,757 | 45.83 | 21,582 | 52.74 | 0 | 0.00 |
| Firebird | 109,241 | 98.88 | 110,483 | 100.00 | 110,483 | 100.00 | 0 | 0.00 | 30,182 | 27.32 | 73,508 | 66.53 | 68,701 | 62.18 | 48,009 | 43.45 | 19,334 | 17.50 |
| Parisienne | 84,738 | 99.59 | 85,088 | 100.00 | 85,088 | 100.00 | 0 | 0.00 | 0 | 0.00 | 65,655 | 77.16 | 53,888 | 63.33 | 73,124 | 85.94 | 0 | 0.00 |
| 6000 | 116,231 | 98.60 | 117,887 | 100.00 | 117,887 | 100.00 | 0 | 0.00 | 14,249 | 12.09 | 54,496 | 46.23 | 81,692 | 69.30 | 48,633 | 41.25 | 18,958 | 16.08 |
| **HONDA** | 181,101 | 100.00 | 179,614 | 99.18 | 181,101 | 100.00 | 0 | 0.00 | 0 | 0.00 | 130,987 | 72.33 | 181,101 | 100.00 | 107,207 | 59.20 | 130,987 | 72.33 |
| Civic | 2,860 | 100.00 | 1,373 | 48.00 | 2,860 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,860 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| Accord | 178,241 | 100.00 | 178,241 | 100.00 | 178,241 | 100.00 | 0 | 0.00 | 0 | 0.00 | 130,987 | 73.49 | 178,241 | 100.00 | 107,207 | 60.15 | 130,987 | 73.49 |
| **NISSAN** | 21,980 | 43.30 | 6,680 | 13.16 | 50,763 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 50,763 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| **NUMMI** (Nova) | 179,026 | 100.00 | 155,824 | 87.04 | 179,026 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 138,924 | 77.60 | 12,174 | 6.80 | 0 | 0.00 |
| **VOLKSWAGEN** | 85,350 | 100.00 | 32,232 | 37.76 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,052 | 2.40 | 85,350 | 100.00 | 2,052 | 2.40 | 2,870 | 3.36 |
| Total Cars, U.S. | 7,679,386 | 93.70 | 7,553,346 | 92.16 | 7,974,577 | 97.30 | 56,090 | 0.68 | 106,258 | 1.30 | 3,738,856 | 45.62 | 5,882,545 | 71.78 | 3,945,217 | 48.14 | 2,414,965 | 29.47 |

*—Based on North American production

# SEAT OPTIONS ON 1986 U.S. MODELS

| | Bucket Seats | Percent of Output | Split Seats | Percent of Output | Reclining Seats | Percent of Output | Bench Seats | Percent of Output | Power Seats | Percent of Output | Cloth Seats | Percent of Output | Vinyl Seats | Percent of Output | Leather Seats | Percent of Output |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **AMERICAN MOTORS** | 73,074 | 99.98 | 0 | 0.00 | 22,589 | 30.91 | 0 | 0.00 | 1,237 | 1.69 | 59,855 | 81.89 | 12,148 | 16.62 | 1,087 | 1.49 |
| Eagle* | 8,201 | 99.80 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 1,237 | 15.06 | 7,130 | 86.77 | 0 | 0.00 | 1,087 | 13.23 |
| Renault Total | 64,873 | 100.00 | 0 | 0.00 | 22,589 | 34.82 | 0 | 0.00 | 0 | 0.00 | 52,725 | 81.27 | 12,148 | 18.73 | 0 | 0.00 |
| Alliance | 55,821 | 100.00 | 0 | 0.00 | 19,889 | 35.63 | 0 | 0.00 | 0 | 0.00 | 44,955 | 80.53 | 10,866 | 19.47 | 0 | 0.00 |
| Encore | 9,052 | 100.00 | 0 | 0.00 | 2,699 | 29.82 | 0 | 0.00 | 0 | 0.00 | 7,770 | 85.84 | 1,282 | 14.16 | 0 | 0.00 |
| **CHRYSLER MOTORS** | 622,913 | 53.29 | 245,280 | 20.99 | 927,386 | 79.34 | 277,944 | 23.78 | 162,860 | 13.93 | 947,970 | 81.10 | 88,234 | 7.55 | 132,574 | 11.34 |
| Plymouth Total | 164,477 | 46.92 | 51,773 | 14.77 | 186,887 | 53.31 | 119,573 | 34.11 | 6,056 | 1.73 | 312,375 | 89.10 | 38,163 | 10.89 | 0 | 0.00 |
| Horizon | 97,778 | 100.00 | 0 | 0.00 | 97,778 | 100.00 | 0 | 0.00 | 0 | 0.00 | 95,008 | 97.17 | 2,735 | 2.80 | 0 | 0.00 |
| Turismo | 46,392 | 100.00 | 0 | 0.00 | 46,392 | 100.00 | 0 | 0.00 | 0 | 0.00 | 45,881 | 98.90 | 511 | 1.10 | 0 | 0.00 |
| Reliant | 20,307 | 13.24 | 0 | 0.00 | 19,465 | 12.69 | 118,305 | 77.14 | 0 | 0.00 | 120,356 | 78.48 | 33,006 | 21.52 | 0 | 0.00 |
| Caravelle | 0 | 0.00 | 44,110 | 100.00 | 19,944 | 45.21 | 0 | 0.00 | 6,056 | 13.73 | 44,110 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| Gran Fury | 0 | 0.00 | 7,663 | 85.80 | 3,308 | 37.04 | 1,268 | 14.20 | 0 | 0.00 | 7,020 | 78.61 | 1,911 | 21.39 | 0 | 0.00 |
| Chrysler Total | 175,536 | 47.71 | 148,632 | 40.40 | 324,168 | 88.11 | 43,730 | 11.89 | 109,690 | 29.82 | 237,876 | 64.66 | 15,220 | 4.14 | 114,807 | 31.21 |
| Laser | 43,210 | 100.00 | 0 | 0.00 | 43,210 | 100.00 | 0 | 0.00 | 12,353 | 28.59 | 35,929 | 83.15 | 0 | 0.00 | 7,281 | 16.85 |
| LeBaron K | 48,848 | 50.48 | 4,182 | 4.32 | 53,030 | 54.81 | 43,730 | 45.19 | 0 | 0.00 | 74,102 | 76.58 | 15,220 | 15.73 | 7,441 | 7.69 |
| LeBaron GTS | 83,478 | 100.00 | 0 | 0.00 | 83,478 | 100.00 | 0 | 0.00 | 28,434 | 34.06 | 70,096 | 83.97 | 0 | 0.00 | 13,382 | 16.03 |
| New Yorker/E-Class | 0 | 0.00 | 59,533 | 100.00 | 59,533 | 100.00 | 0 | 0.00 | 43,395 | 72.89 | 27,736 | 46.59 | 0 | 0.00 | 31,797 | 53.41 |
| Fifth Avenue | 0 | 0.00 | 84,917 | 100.00 | 84,917 | 100.00 | 0 | 0.00 | 25,508 | 30.04 | 30,012 | 35.34 | 0 | 0.00 | 54,907 | 64.66 |
| Dodge Total | 282,900 | 62.82 | 44,876 | 9.96 | 416,332 | 92.44 | 114,641 | 25.46 | 47,113 | 10.46 | 397,719 | 88.31 | 34,850 | 7.74 | 17,767 | 3.95 |
| Omni | 86,046 | 100.00 | 0 | 0.00 | 86,046 | 100.00 | 0 | 0.00 | 0 | 0.00 | 84,102 | 97.74 | 1,936 | 2.25 | 0 | 0.00 |
| Charger | 50,655 | 100.00 | 0 | 0.00 | 50,655 | 100.00 | 0 | 0.00 | 0 | 0.00 | 49,922 | 98.55 | 729 | 1.44 | 0 | 0.00 |
| Aries | 14,395 | 11.78 | 0 | 0.00 | 122,167 | 100.00 | 107,772 | 88.22 | 0 | 0.00 | 106,424 | 87.11 | 15,735 | 12.88 | 0 | 0.00 |
| Daytona | 46,761 | 100.00 | 0 | 0.00 | 46,761 | 100.00 | 0 | 0.00 | 9,606 | 20.54 | 40,014 | 85.57 | 0 | 0.00 | 6,743 | 14.42 |
| Dodge 600 | 28,416 | 40.62 | 36,956 | 52.83 | 46,341 | 66.24 | 4,583 | 6.55 | 17,710 | 25.32 | 50,683 | 72.45 | 13,683 | 19.56 | 5,582 | 7.98 |
| Lancer | 56,627 | 100.00 | 0 | 0.00 | 56,627 | 100.00 | 0 | 0.00 | 14,951 | 26.40 | 51,185 | 90.39 | 0 | 0.00 | 5,442 | 9.61 |
| Diplomat | 0 | 0.00 | 7,920 | 43.63 | 7,735 | 42.61 | 2,285 | 12.59 | 4,846 | 26.69 | 15,388 | 84.77 | 2,767 | 15.24 | 0 | 0.00 |
| **FORD MOTOR** | 1,032,260 | 50.53 | 910,849 | 44.58 | 1,449,539 | 70.95 | 217,440 | 10.64 | 746,462 | 36.54 | 1,791,176 | 87.67 | 106,531 | 5.21 | 140,177 | 6.86 |
| Ford Division | 863,813 | 62.71 | 429,954 | 31.21 | 784,040 | 56.92 | 201,284 | 14.61 | 312,147 | 22.66 | 1,253,111 | 90.97 | 89,906 | 6.53 | 30,845 | 2.24 |
| Escort/EXP | 390,227 | 100.00 | 0 | 0.00 | 390,227 | 100.00 | 0 | 0.00 | 0 | 0.00 | 370,716 | 95.00 | 19,511 | 5.00 | 0 | 0.00 |
| Tempo | 166,078 | 100.00 | 0 | 0.00 | 166,078 | 100.00 | 0 | 0.00 | 14,390 | 8.66 | 158,759 | 95.59 | 6,809 | 4.10 | 515 | 0.31 |
| Mustang | 224,410 | 100.00 | 0 | 0.00 | 56,910 | 25.36 | 0 | 0.00 | 0 | 0.00 | 201,242 | 89.68 | 16,584 | 7.39 | 5,969 | 2.66 |
| Thunderbird | 43,389 | 26.46 | 120,571 | 73.53 | 10,930 | 6.67 | 120,571 | 73.53 | 78,474 | 47.86 | 153,451 | 93.59 | 2,689 | 1.64 | 7,821 | 4.77 |
| Taurus | 39,709 | 16.80 | 160,254 | 67.80 | 59,090 | 25.00 | 36,400 | 15.40 | 142,229 | 60.17 | 215,325 | 91.10 | 10,636 | 4.50 | 10,400 | 4.40 |
| Crown Victoria* | 0 | 0.00 | 92,809 | 74.82 | 100,805 | 81.27 | 28,153 | 22.70 | 68,161 | 54.95 | 87,884 | 70.85 | 26,928 | 21.71 | 6,140 | 4.95 |
| LTD | 0 | 0.00 | 56,320 | 77.70 | 0 | 0.00 | 16,160 | 22.29 | 8,893 | 12.27 | 65,734 | 90.69 | 6,748 | 9.31 | 0 | 0.00 |
| L-M Division | 168,448 | 25.31 | 480,895 | 72.26 | 665,499 | 100.00 | 16,157 | 2.43 | 434,315 | 65.26 | 538,065 | 80.85 | 16,625 | 2.50 | 109,331 | 16.43 |
| Mercury Total | 154,992 | 30.47 | 337,511 | 66.35 | 508,660 | 100.00 | 16,157 | 3.18 | 277,476 | 54.55 | 458,999 | 90.24 | 16,625 | 3.27 | 33,078 | 6.50 |
| Lynx | 71,559 | 100.00 | 0 | 0.00 | 71,559 | 100.00 | 0 | 0.00 | 0 | 0.00 | 67,838 | 94.80 | 3,721 | 5.20 | 0 | 0.00 |
| Topaz | 46,683 | 100.00 | 0 | 0.00 | 46,683 | 100.00 | 0 | 0.00 | 2,364 | 5.06 | 44,302 | 94.90 | 1,933 | 4.14 | 481 | 1.03 |
| Capri | 20,869 | 100.00 | 0 | 0.00 | 20,869 | 100.00 | 0 | 0.00 | 0 | 0.00 | 20,243 | 97.00 | 626 | 3.00 | 0 | 0.00 |
| Marquis | 0 | 0.00 | 24,379 | 85.30 | 28,582 | 100.00 | 4,203 | 14.70 | 12,426 | 43.47 | 26,890 | 94.08 | 1,692 | 5.92 | 0 | 0.00 |
| Cougar | 6,795 | 5.00 | 129,114 | 95.00 | 135,909 | 100.00 | 0 | 0.00 | 107,640 | 79.20 | 128,026 | 94.20 | 2,854 | 2.10 | 5,029 | 3.70 |
| Grand Marquis* | 0 | 0.00 | 109,420 | 100.00 | 109,420 | 100.00 | 0 | 0.00 | 103,402 | 94.50 | 89,165 | 81.49 | 2,834 | 2.59 | 17,431 | 15.93 |
| Sable | 9,086 | 9.50 | 74,598 | 78.00 | 95,638 | 100.00 | 11,954 | 12.50 | 51,645 | 54.00 | 82,535 | 86.30 | 2,965 | 3.10 | 10,138 | 10.60 |
| Lincoln Total | 13,455 | 8.58 | 143,384 | 91.42 | 156,839 | 100.00 | 0 | 0.00 | 156,839 | 100.00 | 79,066 | 50.41 | 0 | 0.00 | 76,254 | 48.62 |
| Mark VII | 13,455 | 67.09 | 6,601 | 32.91 | 20,056 | 100.00 | 0 | 0.00 | 20,056 | 100.00 | 6,036 | 30.10 | 0 | 0.00 | 14,019 | 69.90 |
| Continental | 0 | 0.00 | 19,012 | 100.00 | 19,012 | 100.00 | 0 | 0.00 | 19,012 | 100.00 | 7,890 | 41.50 | 0 | 0.00 | 11,122 | 58.50 |
| Lincoln | 0 | 0.00 | 117,771 | 100.00 | 117,771 | 100.00 | 0 | 0.00 | 117,771 | 100.00 | 65,140 | 55.31 | 0 | 0.00 | 51,113 | 43.40 |
| **GENERAL MOTORS** | 1,989,771 | 45.07 | 1,430,952 | 32.42 | 2,890,299 | 65.47 | 725,995 | 16.45 | 1,589,687 | 36.01 | 4,006,317 | 90.76 | 81,344 | 1.84 | 320,643 | 7.26 |
| Buick Total | 273,146 | 32.13 | 501,844 | 59.03 | 519,473 | 61.11 | 75,113 | 8.84 | 354,498 | 41.70 | 802,774 | 94.43 | 8,155 | 0.96 | 39,173 | 4.61 |
| Regal | 13,380 | 14.67 | 63,604 | 69.72 | 35,883 | 39.33 | 14,246 | 15.62 | 37,781 | 41.41 | 89,473 | 98.07 | 0 | 0.00 | 1,761 | 1.93 |
| LeSabre (fwd) | 0 | 0.00 | 85,574 | 90.10 | 35,992 | 37.90 | 9,398 | 9.90 | 59,513 | 62.66 | 94,972 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| Skyhawk | 91,421 | 100.00 | 0 | 0.00 | 91,421 | 100.00 | 0 | 0.00 | 1,545 | 1.69 | 91,421 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| Somerset/Skylark | 137,855 | 100.00 | 0 | 0.00 | 137,855 | 100.00 | 0 | 0.00 | 12,144 | 8.81 | 132,559 | 96.16 | 3,240 | 2.35 | 2,054 | 1.49 |
| Century | 8,352 | 3.04 | 215,955 | 78.67 | 109,135 | 39.76 | 50,200 | 18.29 | 85,562 | 31.17 | 266,983 | 97.26 | 2,580 | 0.94 | 4,941 | 1.80 |
| LeSabre/Electra (rwd) | 0 | 0.00 | 16,857 | 93.00 | 11,987 | 66.13 | 1,269 | 7.00 | 15,961 | 88.06 | 15,791 | 87.12 | 2,335 | 12.88 | 0 | 0.00 |
| Electra (fwd) | 0 | 0.00 | 119,854 | 100.00 | 75,062 | 62.63 | 0 | 0.00 | 119,854 | 100.00 | 98,099 | 81.85 | 0 | 0.00 | 21,755 | 18.15 |
| Riviera | 22,138 | 100.00 | 0 | 0.00 | 22,138 | 100.00 | 0 | 0.00 | 22,138 | 100.00 | 13,476 | 60.87 | 0 | 0.00 | 8,662 | 39.13 |
| Cadillac Total | 64,974 | 23.07 | 0 | 0.00 | 141,830 | 50.35 | 167,572 | 59.49 | 281,683 | 100.00 | 92,106 | 32.70 | 0 | 0.00 | 188,368 | 66.87 |
| Cimarron | 24,534 | 100.00 | 0 | 0.00 | 24,534 | 100.00 | 0 | 0.00 | 24,534 | 100.00 | 4,076 | 16.61 | 0 | 0.00 | 20,461 | 83.40 |
| Seville | 19,098 | 100.00 | 0 | 0.00 | 19,098 | 100.00 | 0 | 0.00 | 19,098 | 100.00 | 2,070 | 10.84 | 0 | 0.00 | 16,386 | 85.80 |
| Eldorado | 21,342 | 100.00 | 0 | 0.00 | 13,333 | 62.47 | 0 | 0.00 | 21,342 | 100.00 | 2,020 | 9.46 | 0 | 0.00 | 18,781 | 88.00 |
| Fleetwood | 0 | 0.00 | 0 | 0.00 | 44,796 | 91.17 | 0 | 0.00 | 49,137 | 100.00 | 23,986 | 48.81 | 0 | 0.00 | 25,158 | 51.20 |
| DeVille (fwd) | 0 | 0.00 | 0 | 0.00 | 40,069 | 23.91 | 167,572 | 100.00 | 167,572 | 100.00 | 59,954 | 35.78 | 0 | 0.00 | 107,581 | 64.20 |
| Chevrolet Total | 820,182 | 59.92 | 24,727 | 1.81 | 918,823 | 67.12 | 429,369 | 31.37 | 375,076 | 27.40 | 1,277,861 | 93.35 | 53,673 | 3.92 | 31,949 | 2.33 |
| Chevette | 103,244 | 100.00 | 0 | 0.00 | 103,244 | 100.00 | 0 | 0.00 | 0 | 0.00 | 83,628 | 81.00 | 18,584 | 18.00 | 0 | 0.00 |
| Cavalier | 432,101 | 100.00 | 0 | 0.00 | 432,101 | 100.00 | 15,124 | 3.50 | 0 | 0.00 | 414,817 | 96.00 | 12,963 | 3.00 | 0 | 0.00 |
| Celebrity | 11,613 | 4.80 | 20,807 | 8.60 | 19,355 | 8.00 | 119,761 | 49.50 | 203,715 | 84.20 | 237,103 | 98.00 | 4,839 | 2.00 | 0 | 0.00 |
| Camaro | 192,219 | 100.00 | 0 | 0.00 | 192,219 | 100.00 | 0 | 0.00 | 0 | 0.00 | 188,375 | 98.00 | 3,844 | 2.00 | 0 | 0.00 |
| Monte Carlo | 45,896 | 38.50 | 0 | 0.00 | 45,896 | 38.50 | 53,168 | 44.60 | 17,285 | 14.50 | 118,018 | 99.00 | 1,192 | 1.00 | 0 | 0.00 |
| Caprice | 0 | 0.00 | 3,920 | 1.60 | 90,899 | 37.10 | 241,336 | 98.50 | 120,055 | 49.00 | 232,760 | 95.00 | 12,251 | 5.00 | 0 | 0.00 |
| Corvette | 35,109 | 100.00 | 0 | 0.00 | 35,109 | 100.00 | 0 | 0.00 | 34,020 | 96.90 | 3,160 | 9.00 | 0 | 0.00 | 31,949 | 91.00 |
| Oldsmobile Total | 233,989 | 22.27 | 692,756 | 65.93 | 592,406 | 56.38 | 0 | 0.00 | 437,211 | 41.61 | 985,278 | 93.77 | 10,067 | 0.96 | 55,412 | 5.27 |
| Firenza | 46,701 | 100.00 | 1,603 | 3.43 | 46,701 | 100.00 | 0 | 0.00 | 1,041 | 2.23 | 46,701 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| Calais | 151,291 | 100.00 | 0 | 0.00 | 151,291 | 100.00 | 0 | 0.00 | 11,832 | 7.82 | 149,627 | 98.90 | 0 | 0.00 | 1,664 | 1.10 |
| Cutlass Ciera | 12,481 | 4.34 | 216,682 | 75.34 | 108,272 | 37.64 | 0 | 0.00 | 99,958 | 34.75 | 265,763 | 92.40 | 10,067 | 3.50 | 11,793 | 4.10 |
| Cutlass Supreme | 10,756 | 6.35 | 114,075 | 67.38 | 36,987 | 21.85 | 0 | 0.00 | 57,535 | 33.98 | 166,937 | 98.60 | 0 | 0.00 | 2,370 | 1.40 |
| Delta 88 | 0 | 0.00 | 214,752 | 91.67 | 129,967 | 55.48 | 0 | 0.00 | 158,837 | 67.80 | 223,490 | 95.40 | 0 | 0.00 | 10,776 | 4.60 |
| 88 (rwd-wagon) | 0 | 0.00 | 21,073 | 100.00 | 15,072 | 71.52 | 0 | 0.00 | 20,868 | 99.03 | 21,073 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| Olds 98 | 0 | 0.00 | 124,572 | 100.00 | 89,376 | 71.75 | 0 | 0.00 | 73,567 | 59.06 | 102,149 | 82.00 | 0 | 0.00 | 22,423 | 18.00 |
| Toronado | 12,760 | 80.13 | 0 | 0.00 | 14,740 | 92.57 | 0 | 0.00 | 13,573 | 85.24 | 9,538 | 59.90 | 0 | 0.00 | 6,386 | 40.10 |
| Pontiac Total | 597,480 | 69.23 | 211,624 | 24.52 | 717,767 | 83.17 | 53,921 | 6.25 | 141,219 | 16.36 | 848,298 | 98.29 | 9,449 | 1.09 | 5,741 | 0.67 |
| 1000 | 21,689 | 100.00 | 0 | 0.00 | 21,689 | 100.00 | 0 | 0.00 | 0 | 0.00 | 19,475 | 89.79 | 2,212 | 10.20 | 0 | 0.00 |
| 2000 Sunbird | 135,101 | 100.00 | 0 | 0.00 | 135,101 | 100.00 | 0 | 0.00 | 4,019 | 2.98 | 132,977 | 98.43 | 2,162 | 1.60 | 0 | 0.00 |
| Fiero | 83,974 | 100.00 | 0 | 0.00 | 83,974 | 100.00 | 0 | 0.00 | 0 | 0.00 | 81,148 | 96.63 | 0 | 0.00 | 2,855 | 3.40 |
| Grand Am | 223,596 | 100.00 | 0 | 0.00 | 223,596 | 100.00 | 0 | 0.00 | 20,295 | 9.08 | 222,394 | 99.46 | 1,342 | 0.60 | 0 | 0.00 |
| Grand Prix* | 15,483 | 34.96 | 22,191 | 50.11 | 26,028 | 58.78 | 6,609 | 14.92 | 11,384 | 25.71 | 44,032 | 99.43 | 177 | 0.40 | 89 | 0.20 |
| Bonneville* | 0 | 0.00 | 29,578 | 72.27 | 8,884 | 21.71 | 11,347 | 27.73 | 8,172 | 19.97 | 40,790 | 99.67 | 82 | 0.20 | 41 | 0.10 |
| Firebird | 110,483 | 100.00 | 0 | 0.00 | 110,483 | 100.00 | 0 | 0.00 | 12,570 | 11.38 | 109,446 | 99.06 | 1,105 | 1.00 | 0 | 0.00 |
| Parisienne | 0 | 0.00 | 78,186 | 91.89 | 57,222 | 67.25 | 6,902 | 8.11 | 55,654 | 65.41 | 82,857 | 97.38 | 1,191 | 1.40 | 1,106 | 1.30 |
| 6000 | 7,155 | 6.07 | 81,670 | 69.28 | 50,790 | 43.08 | 29,063 | 24.65 | 29,125 | 24.71 | 115,181 | 97.70 | 1,179 | 1.00 | 1,650 | 1.40 |
| **HONDA** | 181,101 | 100.00 | 0 | 0.00 | 181,101 | 100.00 | 0 | 0.00 | 0 | 0.00 | 181,101 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| Civic | 2,860 | 100.00 | 0 | 0.00 | 2,860 | 100.00 | 0 | 0.00 | 0 | 0.00 | 2,860 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| Accord | 178,241 | 100.00 | 0 | 0.00 | 178,241 | 100.00 | 0 | 0.00 | 0 | 0.00 | 178,241 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| **NISSAN** | 50,763 | 100.00 | 0 | 0.00 | 50,763 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 28,783 | 56.70 | 0 | 0.00 |
| **NUMMI** (Nova) | 179,026 | 100.00 | 0 | 0.00 | 179,026 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| **VOLKSWAGEN** | 85,350 | 100.00 | 0 | 0.00 | 85,350 | 100.00 | 0 | 0.00 | 0 | 0.00 | 82,704 | 96.90 | 854 | 1.00 | 1,792 | 2.10 |
| Total Cars, U.S. | 4,214,258 | 51.42 | 2,587,081 | 31.57 | 5,786,053 | 70.60 | 1,221,379 | 14.90 | 2,500,246 | 30.51 | 7,069,123 | 86.25 | 317,893 | 3.88 | 596,273 | 7.28 |

NOTE: *—Based on North American production

# OPTIONS/EQUIPMENT

## TRANSMISSION, CRUISE CONTROL AND STEERING WHEEL OPTIONS ON 1986 U.S. MODELS

| | Automatic Transmission | Percent of Output | Automatic Overdrive | Percent of Output | 4-Speed Manual | Percent of Output | 5-Speed Manual | Percent of Output | Limited Slip Differential | Percent of Output | Cruise Control | Percent of Output | Tilt Wheel | Percent of Output | Tilt & Telescope | Percent of Output |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **AMERICAN MOTORS** | 47,844 | 65.46 | 0 | 0.00 | 12,148 | 16.62 | 13,098 | 17.92 | 0 | 0.00 | 7,813 | 10.69 | 15,003 | 20.53 | 0 | 0.00 |
| Eagle* | 7,925 | 96.45 | 0 | 0.00 | 0 | 0.00 | 232 | 3.55 | 0 | 0.00 | 4,675 | 56.89 | 7,064 | 85.97 | 0 | 0.00 |
| Renault Total | 39,919 | 61.53 | 0 | 0.00 | 12,148 | 18.73 | 12,806 | 19.74 | 0 | 0.00 | 3,138 | 4.84 | 7,938 | 12.24 | 0 | 0.00 |
| Alliance | 35,527 | 63.64 | 0 | 0.00 | 10,866 | 19.47 | 9,428 | 16.89 | 0 | 0.00 | 2,734 | 4.90 | 6,458 | 11.57 | 0 | 0.00 |
| Encore | 4,392 | 48.52 | 0 | 0.00 | 1,282 | 14.16 | 3,378 | 37.32 | 0 | 0.00 | 404 | 4.46 | 1,480 | 16.35 | 0 | 0.00 |
| **CHRYSLER MOTORS** | 1,016,255 | 86.95 | 0 | 0.00 | 6,598 | 0.56 | 145,983 | 12.49 | 0 | 0.00 | 551,879 | 47.22 | 568,782 | 48.66 | 0 | 0.00 |
| Plymouth Total | 306,915 | 87.55 | 0 | 0.00 | 3,505 | 1.00 | 40,152 | 11.45 | 0 | 0.00 | 80,169 | 22.87 | 72,549 | 20.69 | 0 | 0.00 |
| Horizon | 71,107 | 72.72 | 0 | 0.00 | 2,685 | 2.75 | 23,985 | 24.53 | 0 | 0.00 | 3,637 | 3.72 | 0 | 0.00 | 0 | 0.00 |
| Turismo | 30,927 | 66.66 | 0 | 0.00 | 820 | 1.77 | 14,645 | 31.57 | 0 | 0.00 | 2,255 | 4.86 | 0 | 0.00 | 0 | 0.00 |
| Reliant | 151,840 | 99.01 | 0 | 0.00 | 0 | 0.00 | 1,522 | 0.99 | 0 | 0.00 | 38,461 | 25.08 | 34,721 | 22.64 | 0 | 0.00 |
| Caravelle | 44,110 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 32,502 | 73.68 | 31,878 | 72.27 | 0 | 0.00 |
| Gran Fury | 8,931 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 3,314 | 37.11 | 5,950 | 66.62 | 0 | 0.00 |
| Chrysler Total | 341,063 | 92.71 | 0 | 0.00 | 0 | 0.00 | 26,835 | 7.29 | 0 | 0.00 | 310,861 | 84.50 | 315,860 | 85.86 | 0 | 0.00 |
| Laser | 27,355 | 63.31 | 0 | 0.00 | 0 | 0.00 | 15,855 | 36.69 | 0 | 0.00 | 22,644 | 52.41 | 39,075 | 90.43 | 0 | 0.00 |
| LeBaron K | 96,760 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 84,336 | 87.16 | 84,268 | 87.09 | 0 | 0.00 |
| LeBaron GTS | 72,498 | 66.85 | 0 | 0.00 | 0 | 0.00 | 10,980 | 13.15 | 0 | 0.00 | 65,771 | 78.79 | 59,653 | 71.46 | 0 | 0.00 |
| New Yorker/E-Class | 59,533 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 57,304 | 96.26 | 57,312 | 96.27 | 0 | 0.00 |
| Fifth Avenue | 84,917 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 80,806 | 95.16 | 75,551 | 88.97 | 0 | 0.00 |
| Dodge Total | 368,277 | 81.77 | 0 | 0.00 | 3,093 | 0.69 | 78,996 | 17.54 | 0 | 0.00 | 160,849 | 35.72 | 180,373 | 40.05 | 0 | 0.00 |
| Omni | 58,366 | 67.83 | 0 | 0.00 | 2,242 | 2.61 | 25,438 | 29.56 | 0 | 0.00 | 3,403 | 3.95 | 0 | 0.00 | 0 | 0.00 |
| Charger | 26,902 | 53.11 | 0 | 0.00 | 851 | 1.68 | 22,902 | 45.21 | 0 | 0.00 | 1,933 | 3.82 | 0 | 0.00 | 0 | 0.00 |
| Aries | 120,821 | 98.90 | 0 | 0.00 | 0 | 0.00 | 1,346 | 1.10 | 0 | 0.00 | 34,656 | 28.37 | 33,779 | 27.65 | 0 | 0.00 |
| Daytona | 24,752 | 52.93 | 0 | 0.00 | 0 | 0.00 | 22,009 | 47.07 | 0 | 0.00 | 16,043 | 34.31 | 42,197 | 90.24 | 0 | 0.00 |
| Dodge 600 | 69,956 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 52,706 | 75.34 | 52,992 | 75.75 | 0 | 0.00 |
| Lancer | 49,327 | 87.11 | 0 | 0.00 | 0 | 0.00 | 7,300 | 12.89 | 0 | 0.00 | 42,665 | 75.34 | 36,864 | 65.10 | 0 | 0.00 |
| Diplomat | 18,153 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 9,443 | 52.02 | 14,541 | 80.10 | 0 | 0.00 |
| **FORD MOTOR** | 833,074 | 40.78 | 760,711 | 37.23 | 185,061 | 9.06 | 261,732 | 12.81 | 134,118 | 6.56 | 1,364,806 | 66.80 | 1,268,043 | 62.07 | 37,346 | 1.83 |
| Ford Division | 619,865 | 45.00 | 363,468 | 26.38 | 161,740 | 11.74 | 232,489 | 16.88 | 99,592 | 7.23 | 811,411 | 58.90 | 687,801 | 49.93 | 0 | 0.00 |
| Escort/EXP | 189,521 | 48.57 | 0 | 0.00 | 101,479 | 26.00 | 99,228 | 25.43 | 0 | 0.00 | 52,296 | 13.40 | 17,833 | 4.57 | 0 | 0.00 |
| Tempo | 117,539 | 70.77 | 0 | 0.00 | 0 | 0.00 | 48,539 | 29.23 | 0 | 0.00 | 68,927 | 41.50 | 82,508 | 49.68 | 0 | 0.00 |
| Mustang | 100,895 | 44.96 | 14,236 | 6.34 | 60,262 | 26.85 | 49,017 | 21.84 | 62,986 | 28.07 | 185,310 | 82.58 | 97,708 | 43.54 | 0 | 0.00 |
| Thunderbird | 108,856 | 66.39 | 41,706 | 25.44 | 0 | 0.00 | 13,403 | 8.17 | 22,855 | 13.94 | 155,248 | 94.68 | 155,652 | 94.93 | 0 | 0.00 |
| Taurus | 30,571 | 12.93 | 183,489 | 77.63 | 0 | 0.00 | 22,301 | 9.44 | 0 | 0.00 | 197,278 | 83.46 | 191 500 | 81.02 | 0 | 0.00 |
| Crown Victoria* | 0 | 0.00 | 124,037 | 100.00 | 0 | 0.00 | 0 | 0.00 | 12,591 | 10.15 | 96,285 | 77.63 | 93,152 | 75.10 | 0 | 0.00 |
| LTD | 72,483 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 1,160 | 1.60 | 56,067 | 77.35 | 49,448 | 68.22 | 0 | 0.00 |
| L-M Division | 213,209 | 32.04 | 397,243 | 59.69 | 23 321 | 3.50 | 29,243 | 4.39 | 34,526 | 5.19 | 553,395 | 83.15 | 580,242 | 87.19 | 37,346 | 5.61 |
| Mercury Total | 213,209 | 41.92 | 240,404 | 47.26 | 23 321 | 4.58 | 29,243 | 5.75 | 16,704 | 3.28 | 396,556 | 77.96 | 423,403 | 83.24 | 37,346 | 7.34 |
| Lynx | 38,015 | 53.12 | 0 | 0.00 | 18,[illegible]23 | 25.33 | 15,420 | 21.55 | 0 | 0.00 | 7,657 | 10.70 | 2,433 | 3.40 | 0 | 0.00 |
| Topaz | 35,443 | 75.92 | 0 | 0.00 | 0 | 0.00 | 11,240 | 24.08 | 0 | 0.00 | 20,574 | 44.07 | 46,683 | 100.00 | 37,346 | 80.00 |
| Capri | 11,832 | 56.70 | 1,357 | 6.50 | 5,197 | 24.90 | 0 | 0.00 | 0 | 0.00 | 16,256 | 77.90 | 20,869 | 100.00 | 0 | 0.00 |
| Marquis | 371 | 1.30 | 28,211 | 98.70 | 0 | 0.00 | 0 | 0.00 | 286 | 1.00 | 26,181 | 91.60 | 26.438 | 92.50 | 0 | 0.00 |
| Cougar | 126,396 | 93.00 | 6,931 | 5.10 | 0 | 0.00 | 2,582 | 1.90 | 7,883 | 5.80 | 129,657 | 95.40 | 132,239 | 97.30 | 0 | 0.00 |
| Grand Marquis* | 0 | 0.00 | 109,420 | 100.00 | 0 | 0.00 | 0 | 0.00 | 8,535 | 7.80 | 107,669 | 98.40 | 107,232 | 98.00 | 0 | 0.00 |
| Sable | 1,152 | 1.20 | 94,486 | 98.80 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 88,561 | 92.60 | 87,509 | 91.50 | 0 | 0.00 |
| Lincoln Total | 0 | 0.00 | 156,839 | 100.00 | 0 | 0.00 | 0 | 0.00 | 17,821 | 11.36 | 156,839 | 100.00 | 156,839 | 100.00 | 0 | 0.00 |
| Mark VII | 0 | 0.00 | 20,056 | 100.00 | 0 | 0.00 | 0 | 0.00 | 6,152 | 30.68 | 20,056 | 100.00 | 20,056 | 100.00 | 0 | 0.00 |
| Continental | 0 | 0.00 | 19,012 | 100.00 | 0 | 0.00 | 0 | 0.00 | 2,558 | 13.46 | 19,012 | 100.00 | 19,012 | 100.00 | 0 | 0.00 |
| Lincoln | 0 | 0.00 | 117,771 | 100.00 | 0 | 0.00 | 0 | 0.00 | 9,111 | 7.74 | 117,771 | 100.00 | 117,771 | 100.00 | 0 | 0.00 |
| **GENERAL MOTORS** | 2,101,647 | 47.61 | 2,019,369 | 45.74 | 112,662 | 2.55 | 189,465 | 4.29 | 121,934 | 2.76 | 2,918,192 | 66.11 | 3,074,098 | 69.64 | 305,040 | 6.91 |
| Buick Total | 449,547 | 52.88 | 377,542 | 44.41 | 4,487 | 0.53 | 18,515 | 2.18 | 9,570 | 1.13 | 656,761 | 77.26 | 726,912 | 85.51 | 9,019 | 1.06 |
| Regal | 61,010 | 66.87 | 30,208 | 33.11 | 0 | 0.00 | 0 | 0.00 | 6,583 | 7.22 | 69,902 | 76.62 | 81,368 | 89.19 | 0 | 0.00 |
| LeSabre (fwd) | 0 | 0.00 | 94,972 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 85,769 | 90.31 | 90,670 | 95.47 | 0 | 0.00 |
| Skyhawk | 78,499 | 85.87 | 0 | 0.00 | 4,487 | 4.91 | 8,435 | 9.23 | 0 | 0.00 | 46,990 | 51.40 | 58,445 | 63.93 | 0 | 0.00 |
| Somerset/Skylark | 127,775 | 92.69 | 0 | 0.00 | 0 | 0.00 | 10,080 | 7.31 | 0 | 0.00 | 80,747 | 58.57 | 109,870 | 79.70 | 0 | 0.00 |
| Century | 182,263 | 66.40 | 92,244 | 33.60 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 215,387 | 78.46 | 236,570 | 86.18 | 0 | 0.00 |
| LeSabre/Electra (rwd) | 0 | 0.00 | 18,126 | 100.00 | 0 | 0.00 | 0 | 0.00 | 2,987 | 16.48 | 17,210 | 94.95 | 17,515 | 96.63 | 0 | 0.00 |
| Electra (fwd) | 0 | 0.00 | 119,854 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 118,618 | 98.97 | 110,335 | 92.06 | 9,019 | 7.52 |
| Riviera | 0 | 0.00 | 22,138 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 22,138 | 100.00 | 22,138 | 100.00 | 0 | 0.00 |
| Cadillac Total | 23,892 | 8.48 | 257,149 | 91.29 | 366 | 0.13 | 276 | 0.10 | 0 | 0.00 | 270,665 | 96.09 | 64,974 | 23.07 | 251,818 | 89.40 |
| Cimarron | 23,892 | 97.38 | 0 | 0.00 | 366 | 1.49 | 276 | 1.13 | 0 | 0.00 | 24,534 | 100.00 | 24,534 | 100.00 | 0 | 0.00 |
| Seville | 0 | 0.00 | 19,098 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 19,098 | 100.00 | 19,098 | 100.00 | 19,098 | 100.00 |
| Eldorado | 0 | 0.00 | 21,342 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 21,342 | 100.00 | 21,342 | 100.00 | 21,342 | 100.00 |
| Fleetwood | 0 | 0.00 | 49,137 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 47,698 | 97.07 | 0 | 0.00 | 48,498 | 98.70 |
| DeVille (fwd) | 0 | 0.00 | 167,572 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 157,993 | 94.28 | 0 | 0.00 | 162,880 | 97.20 |
| Chevrolet Total | 649,466 | 47.45 | 590,426 | 43.13 | 79,878 | 5.84 | 57,815 | 4.22 | 62,898 | 4.59 | 667,017 | 48.73 | 796,026 | 58.15 | 35,109 | 2.56 |
| Chevette | 73,096 | 70.80 | 0 | 0.00 | 25,399 | 24.60 | 4,542 | 4.40 | 0 | 0.00 | 0 | 0.00 | 6,608 | 6.40 | 0 | 0.00 |
| Cavalier | 371,175 | 85.90 | 0 | 0.00 | 38,025 | 8.80 | 22,901 | 5.30 | 0 | 0.00 | 104,568 | 24.20 | 178,890 | 41.40 | 0 | 0.00 |
| Celebrity | 147,343 | 60.90 | 93,632 | 38.70 | 9,678 | 4.00 | 0 | 0.00 | 0 | 0.00 | 146,133 | 60.40 | 165,730 | 68.50 | 0 | 0.00 |
| Camaro | 0 | 0.00 | 161,848 | 84.20 | 0 | 0.00 | 30,371 | 15.80 | 29,409 | 15.30 | 105,528 | 54.90 | 150,315 | 78.20 | 0 | 0.00 |
| Monte Carlo | 25,511 | 21.40 | 93,699 | 78.60 | 0 | 0.00 | 0 | 0.00 | 16,093 | 13.50 | 90,838 | 76.20 | 102,640 | 86.10 | 0 | 0.00 |
| Caprice | 32,342 | 13.20 | 212,914 | 86.90 | 0 | 0.00 | 0 | 0.00 | 17,395 | 7.10 | 185,719 | 75.80 | 191,844 | 78.30 | 0 | 0.00 |
| Corvette | 0 | 0.00 | 28,333 | 80.70 | 6,776 | 19.30 | 0 | 0.00 | 0 | 0.00 | 34,232 | 97.50 | 0 | 0.00 | 35,109 | 100.00 |
| Oldsmobile Total | 484,114 | 46.07 | 549,346 | 52.28 | 1,425 | 0.14 | 15,871 | 1.51 | 7,612 | 0.72 | 826,567 | 78.66 | 825,585 | 78.57 | 9,094 | 0.87 |
| Firenza | 42,555 | 91.12 | 0 | 0.00 | 1,425 | 3.05 | 2,721 | 5.83 | 0 | 0.00 | 12,516 | 26.80 | 29,468 | 63.10 | 0 | 0.00 |
| Calais | 138,141 | 91.31 | 0 | 0.00 | 0 | 0.00 | 13,150 | 8.69 | 0 | 0.00 | 87,240 | 57.66 | 116,191 | 76.80 | 0 | 0.00 |
| Cutlass Ciera | 189,892 | 66.02 | 97,730 | 33.98 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 219,129 | 76.19 | 249,081 | 86.60 | 0 | 0.00 |
| Cutlass Supreme | 113,526 | 67.05 | 55,781 | 32.95 | 0 | 0.00 | 0 | 0.00 | 4,903 | 2.90 | 138,198 | 81.63 | 152,715 | 90.20 | 0 | 0.00 |
| Delta 88 | 0 | 0.00 | 234,266 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 211,358 | 90.22 | 219,039 | 93.50 | 0 | 0.00 |
| 88 (rwd-wagon) | 0 | 0.00 | 21,073 | 100.00 | 0 | 0.00 | 0 | 0.00 | 2,709 | 12.86 | 19,760 | 93.77 | 19,872 | 94.30 | 0 | 0.00 |
| Olds 98 | 0 | 0.00 | 124,572 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 122,441 | 98.29 | 23,295 | 18.70 | 9,094 | 7.30 |
| Toronado | 0 | 0.00 | 15,924 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 15,924 | 100.00 | 15,924 | 100.00 | 0 | 0.00 |
| Pontiac Total | 494,628 | 57.31 | 244,905 | 28.38 | 26,506 | 3.07 | 96,988 | 11.24 | 41,854 | 4.85 | 497,183 | 57.61 | 660,600 | 76.54 | 0 | 0.00 |
| 1000 | 14,521 | 66.95 | 0 | 0.00 | 5,021 | 23.15 | 2,147 | 9.90 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| 2000 Sunbird | 108,721 | 80.47 | 0 | 0.00 | 3,629 | 2.69 | 22,752 | 16.84 | 0 | 0.00 | 31,205 | 23.10 | 72,955 | 54.00 | 0 | 0.00 |
| Fiero | 42,105 | 50.14 | 0 | 0.00 | 17,856 | 21.26 | 24,013 | 28.60 | 0 | 0.00 | 44,069 | 52.48 | 62,729 | 74.70 | 0 | 0.00 |
| Grand Am | 192,160 | 85.94 | 0 | 0.00 | 0 | 0.00 | 31,436 | 14.06 | 0 | 0.00 | 126,531 | 56.59 | 176,864 | 79.10 | 0 | 0.00 |
| Grand Prix* | 20,888 | 47.17 | 23,396 | 52.83 | 0 | 0.00 | 0 | 0.00 | 3,057 | 6.90 | 30,490 | 68.85 | 38,350 | 86.60 | 0 | 0.00 |
| Bonneville* | 27,007 | 65.99 | 13,918 | 34.01 | 0 | 0.00 | 0 | 0.00 | 954 | 2.33 | 26,518 | 64.80 | 33,190 | 81.10 | 0 | 0.00 |
| Firebird | 0 | 0.00 | 93,843 | 84.94 | 0 | 0.00 | 16,640 | 15.06 | 32,215 | 29.16 | 72,889 | 65.97 | 96,673 | 87.50 | 0 | 0.00 |
| Parisienne | 6,727 | 7.91 | 78,361 | 92.09 | 0 | 0.00 | 0 | 0.00 | 5,628 | 6.61 | 75,914 | 89.22 | 79,047 | 92.90 | 0 | 0.00 |
| 6000 | 82,499 | 69.98 | 35,388 | 30.02 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 89,566 | 75.98 | 100,793 | 85.50 | 0 | 0.00 |
| **HONDA** | 101,580 | 56.09 | 0 | 0.00 | 0 | 0.00 | 79,521 | 43.91 | 0 | 0.00 | 167,496 | 92.49 | 181,101 | 100.00 | 0 | 0.00 |
| Civic | 1,373 | 48.00 | 0 | 0.00 | 0 | 0.00 | 1,487 | 52.00 | 0 | 0.00 | 0 | 0.00 | 2,860 | 100.00 | 0 | 0.00 |
| Accord | 100,208 | 56.22 | 0 | 0.00 | 0 | 0.00 | 78,033 | 43.78 | 0 | 0.00 | 167,496 | 93.97 | 178,241 | 100.00 | 0 | 0.00 |
| **NISSAN** | 10,929 | 21.53 | 0 | 0.00 | 0 | 0.00 | 39,834 | 78.47 | 0 | 0.00 | 0 | 0.00 | 21,980 | 43.30 | 0 | 0.00 |
| **NUMMI** (Nova) | 64,449 | 36.00 | 0 | 0.00 | 0 | 0.00 | 114,577 | 64.00 | 0 | 0.00 | 21,483 | 12.00 | 0 | 0.00 | 0 | 0.00 |
| **VOLKSWAGEN** | 15,253 | 17.87 | 0 | 0.00 | 0 | 0.00 | 70,097 | 82.13 | 0 | 0.00 | 9,142 | 10.71 | 0 | 0.00 | 0 | 0.00 |
| Total Cars, U.S. | 4,191,031 | 51.14 | 2,780,080 | 33.92 | 316,469 | 3.86 | 914,306 | 11.16 | 256,052 | 3.12 | 5,040,811 | 61.51 | 5,129,006 | 62.58 | 342,386 | 4.18 |

NOTE: *—Based on North American production.

## RADIO, INSTRUMENT OPTIONS ON 1986 U.S.MODELS

| | AM Radio | Percent of Output | AM/FM Radio (Mono) | Percent of Output | AM/FM Stereo Radio | Percent of Output | AM/FM Stereo w/Cassette | Percent of Output | AM/FM Stereo w/Cassette & Graphic Equalizer | Percent of Output | Digital Clocks | Percent of Output | Electronic Instrument Cluster | Percent of Output | Electronic Information Display | Percent of Output |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **AMERICAN MOTORS** | 9,177 | 12.56 | 6,718 | 9.19 | 19,906 | 27.23 | 5,875 | 8.04 | 0 | 0.00 | 32,789 | 44.86 | 676 | 0.93 | 0 | 0.00 |
| Eagle* | 0 | 0.00 | 295 | 3.59 | 5,389 | 65.58 | 1,760 | 21.42 | 0 | 0.00 | 7,412 | 90.20 | 0 | 0.00 | 0 | 0.00 |
| Renault Total | 9,177 | 14.15 | 6,423 | 9.90 | 14,517 | 22.38 | 4,115 | 6.34 | 0 | 0.00 | 25,377 | 39.12 | 676 | 1.04 | 0 | 0.00 |
| Alliance | 7,518 | 13.47 | 5,432 | 9.73 | 13,110 | 23.49 | 3,220 | 5.77 | 0 | 0.00 | 21,465 | 38.45 | 0 | 0.00 | 0 | 0.00 |
| Encore | 1,659 | 18.33 | 991 | 10.95 | 1,407 | 15.54 | 895 | 9.89 | 0 | 0.00 | 3,913 | 43.23 | 676 | 7.47 | 0 | 0.00 |
| **CHRYSLER MOTORS** | 45,746 | 3.91 | 0 | 0.00 | 754,704 | 64.57 | 231,169 | 19.78 | 88,182 | 7.54 | 1,119,827 | 95.81 | 121,063 | 10.36 | 173,229 | 14.82 |
| Plymouth Total | 23,034 | 6.57 | 0 | 0.00 | 277,237 | 79.08 | 25,309 | 7.22 | 831 | 0.24 | 326,409 | 93.11 | 0 | 0.00 | 0 | 0.00 |
| Horizon | 1,423 | 1.46 | 0 | 0.00 | 81,303 | 83.15 | 2,313 | 2.37 | 0 | 0.00 | 85,039 | 86.97 | 0 | 0.00 | 0 | 0.00 |
| Turismo | 406 | 0.88 | 0 | 0.00 | 36,968 | 79.69 | 5,011 | 10.80 | 271 | 0.58 | 42,656 | 91.95 | 0 | 0.00 | 0 | 0.00 |
| Reliant | 15,036 | 9.80 | 0 | 0.00 | 121,152 | 79.00 | 10,376 | 6.77 | 0 | 0.00 | 146,562 | 95.57 | 0 | 0.00 | 0 | 0.00 |
| Caravelle | 3,784 | 8.58 | 0 | 0.00 | 32,912 | 74.61 | 6,913 | 15.67 | 501 | 1.14 | 44,110 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| Gran Fury | 2,385 | 26.71 | 0 | 0.00 | 4,901 | 54.87 | 696 | 7.80 | 59 | 0.66 | 8,042 | 90.04 | 0 | 0.00 | 0 | 0.00 |
| Chrysler Total | 1,894 | 0.51 | 0 | 0.00 | 167,475 | 45.52 | 131,027 | 35.62 | 67,472 | 18.34 | 367,898 | 100.00 | 111,944 | 30.43 | 116,602 | 31.69 |
| Laser | 0 | 0.00 | 0 | 0.00 | 17,977 | 41.60 | 17,725 | 41.02 | 7,508 | 17.38 | 43,210 | 100.00 | 10,086 | 23.34 | 33,124 | 76.66 |
| LeBaron K | 0 | 0.00 | 0 | 0.00 | 54,863 | 56.70 | 29,345 | 30.33 | 12,540 | 12.96 | 96,760 | 100.00 | 7,473 | 7.72 | 0 | 0.00 |
| LeBaron GTS | 0 | 0.00 | 0 | 0.00 | 47,858 | 57.33 | 24,998 | 29.95 | 10,610 | 12.71 | 83,478 | 100.00 | 34,852 | 41.75 | 83,478 | 100.00 |
| New Yorker/E-Class | 0 | 0.00 | 0 | 0.00 | 14,958 | 25.13 | 26,994 | 45.34 | 17,580 | 29.53 | 59,533 | 100.00 | 59,533 | 100.00 | 0 | 0.00 |
| Fifth Avenue | 1,894 | 2.23 | 0 | 0.00 | 31,819 | 37.47 | 31,965 | 37.64 | 19,234 | 22.65 | 84,917 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| Dodge Total | 20,818 | 4.62 | 0 | 0.00 | 309,992 | 68.83 | 74,833 | 16.62 | 19,879 | 4.41 | 425,520 | 94.48 | 9,118 | 2.02 | 56,627 | 12.57 |
| Omni | 1,254 | 1.46 | 0 | 0.00 | 69,112 | 80.32 | 3,743 | 4.35 | 0 | 0.00 | 74,109 | 86.13 | 0 | 0.00 | 0 | 0.00 |
| Charger | 621 | 1.23 | 0 | 0.00 | 35,399 | 69.88 | 9,700 | 19.15 | 976 | 1.93 | 46,696 | 92.18 | 0 | 0.00 | 0 | 0.00 |
| Aries | 12,738 | 10.43 | 0 | 0.00 | 94,313 | 77.20 | 8,636 | 7.07 | 0 | 0.00 | 115,684 | 94.69 | 0 | 0.00 | 0 | 0.00 |
| Daytona | 0 | 0.00 | 0 | 0.00 | 19,747 | 42.23 | 19,395 | 41.48 | 7,618 | 16.29 | 46,761 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| Dodge 600 | 1,531 | 2.19 | 0 | 0.00 | 46,564 | 66.56 | 16,703 | 23.88 | 5,158 | 7.37 | 69,956 | 100.00 | 5,579 | 7.97 | 0 | 0.00 |
| Lancer | 0 | 0.00 | 0 | 0.00 | 38,153 | 67.38 | 13,323 | 23.53 | 5,151 | 9.10 | 56,627 | 100.00 | 3,540 | 6.25 | 56,627 | 100.00 |
| Diplomat | 4,675 | 25.75 | 0 | 0.00 | 6,705 | 36.93 | 3,332 | 18.35 | 976 | 5.38 | 15,687 | 86.42 | 0 | 0.00 | 0 | 0.00 |
| **FORD MOTOR** | 85,494 | 4.18 | 0 | 0.00 | 829,576 | 40.60 | 990,035 | 48.46 | 34,552 | 1.69 | 1,332,687 | 65.23 | 159,389 | 7.80 | 29,205 | 1.43 |
| Ford Division | 83,868 | 6.09 | 0 | 0.00 | 653,059 | 47.41 | 545,719 | 39.61 | 9,135 | 0.66 | 666,211 | 62.88 | 68,090 | 4.94 | 0 | 0.00 |
| Escort/EXP | 52,639 | 13.49 | 0 | 0.00 | 229,102 | 58.71 | 64,985 | 16.65 | 0 | 0.00 | 246,221 | 63.10 | 0 | 0.00 | 0 | 0.00 |
| Tempo | 8,958 | 5.39 | 0 | 0.00 | 87,005 | 52.39 | 46,549 | 28.03 | 0 | 0.00 | 160,763 | 96.80 | 0 | 0.00 | 0 | 0.00 |
| Mustang | 0 | 0.00 | 0 | 0.00 | 94,320 | 42.03 | 122,802 | 54.72 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Thunderbird | 0 | 0.00 | 0 | 0.00 | 20,889 | 12.74 | 131,706 | 80.33 | 9,135 | 5.57 | 139,921 | 85.34 | 27,295 | 16.65 | 0 | 0.00 |
| Taurus | 5,029 | 2.13 | 0 | 0.00 | 112,221 | 47.48 | 116,996 | 49.50 | 0 | 0.00 | 216,617 | 91.65 | 40,795 | 17.26 | 0 | 0.00 |
| Crown Victoria* | 11,640 | 9.38 | 0 | 0.00 | 56,598 | 45.63 | 49,663 | 40.04 | 0 | 0.00 | 49,913 | 40.24 | 0 | 0.00 | 0 | 0.00 |
| LTD | 5,602 | 7.73 | 0 | 0.00 | 52,924 | 73.02 | 13,018 | 17.96 | 0 | 0.00 | 52,776 | 72.81 | 0 | 0.00 | 0 | 0.00 |
| L-M Division | 1,626 | 0.24 | 0 | 0.00 | 176,517 | 26.52 | 444,316 | 66.76 | 25,417 | 3.82 | 466,476 | 70.09 | 91,299 | 13.72 | 29,205 | 4.39 |
| Mercury Total | 1,626 | 0.32 | 0 | 0.00 | 176,517 | 34.70 | 287,477 | 56.52 | 25,417 | 5.00 | 309,637 | 60.87 | 25,848 | 5.08 | 10,193 | 2.00 |
| Lynx | 1,226 | 1.71 | 0 | 0.00 | 43,362 | 60.60 | 12,187 | 17.03 | 0 | 0.00 | 44,581 | 62.30 | 0 | 0.00 | 0 | 0.00 |
| Topaz | 0 | 0.00 | 0 | 0.00 | 12,364 | 26.49 | 34,029 | 72.89 | 0 | 0.00 | 34,269 | 73.41 | 0 | 0.00 | 0 | 0.00 |
| Capri | 0 | 0.00 | 0 | 0.00 | 11,207 | 53.70 | 9,198 | 44.08 | 0 | 0.00 | 20,869 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| Marquis | 400 | 1.40 | 0 | 0.00 | 21,637 | 75.70 | 6,517 | 22.80 | 0 | 0.00 | 22,666 | 79.30 | 0 | 0.00 | 0 | 0.00 |
| Cougar | 0 | 0.00 | 0 | 0.00 | 23,858 | 17.55 | 112,397 | 82.70 | 0 | 0.00 | 41,589 | 30.60 | 8,154 | 6.00 | 10,193 | 7.50 |
| Grand Marquis* | 0 | 0.00 | 0 | 0.00 | 39,415 | 36.02 | 43,980 | 40.19 | 25,417 | 23.23 | 65,710 | 60.05 | 0 | 0.00 | 0 | 0.00 |
| Sable | 0 | 0.00 | 0 | 0.00 | 24,674 | 25.80 | 69,169 | 72.32 | 0 | 0.00 | 79,954 | 83.60 | 17,693 | 18.50 | 0 | 0.00 |
| Lincoln Total | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 156,839 | 100.00 | 0 | 0.00 | 156,839 | 100.00 | 65,451 | 41.73 | 19,012 | 12.12 |
| Mark VII | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 20,056 | 100.00 | 0 | 0.00 | 20,056 | 100.00 | 20,056 | 100.00 | 0 | 0.00 |
| Continental | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 19,012 | 100.00 | 0 | 0.00 | 19,012 | 100.00 | 19,012 | 100.00 | 19,012 | 100.00 |
| Lincoln | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 117,771 | 100.00 | 0 | 0.00 | 117,771 | 100.00 | 26,383 | 22.40 | 0 | 0.00 |
| **GENERAL MOTORS** | 232,492 | 5.27 | 15,101 | 0.34 | 1,244,493 | 28.19 | 2,047,517 | 46.38 | 413,389 | 9.36 | 3,084,249 | 69.87 | 397,769 | 9.01 | 377,119 | 8.54 |
| Buick Total | 21,304 | 2.51 | 0 | 0.00 | 266,433 | 31.34 | 492,635 | 57.95 | 62,035 | 7.30 | 776,890 | 91.39 | 177,931 | 20.93 | 22,138 | 2.60 |
| Regal | 2,349 | 2.57 | 0 | 0.00 | 19,856 | 21.77 | 62,431 | 68.43 | 5,507 | 6.04 | 81,235 | 89.04 | 3,207 | 3.52 | 0 | 0.00 |
| LeSabre (fwd) | 1,532 | 1.61 | 0 | 0.00 | 31,472 | 33.14 | 55,435 | 58.37 | 5,862 | 6.17 | 92,769 | 97.68 | 3,355 | 3.53 | 0 | 0.00 |
| Skyhawk | 5,748 | 6.29 | 0 | 0.00 | 40,905 | 44.74 | 42,638 | 46.64 | 996 | 1.09 | 73,169 | 80.04 | 0 | 0.00 | 0 | 0.00 |
| Somerset/Skylark | 2,057 | 1.49 | 0 | 0.00 | 78,121 | 56.67 | 47,434 | 34.41 | 7,882 | 5.72 | 135,494 | 98.29 | 137,855 | 100.00 | 0 | 0.00 |
| Century | 9,100 | 3.32 | 0 | 0.00 | 80,627 | 29.37 | 176,602 | 64.33 | 6,022 | 2.19 | 234,910 | 85.58 | 5,520 | 2.01 | 0 | 0.00 |
| LeSabre/Electra (rwd) | 518 | 2.86 | 0 | 0.00 | 2,282 | 12.59 | 13,164 | 72.62 | 2,109 | 11.64 | 17,555 | 96.85 | 0 | 0.00 | 0 | 0.00 |
| Electra (fwd) | 0 | 0.00 | 0 | 0.00 | 11,572 | 9.66 | 90,963 | 75.89 | 17,085 | 14.25 | 119,620 | 99.80 | 5,856 | 4.89 | 0 | 0.00 |
| Riviera | 0 | 0.00 | 0 | 0.00 | 1,598 | 7.22 | 3,968 | 17.92 | 16,572 | 74.86 | 22,138 | 100.00 | 22,138 | 100.00 | 22,138 | 100.00 |
| Cadillac Total | 0 | 0.00 | 0 | 0.00 | 44,090 | 15.65 | 189,735 | 67.36 | 43,876 | 15.58 | 281,683 | 100.00 | 112,916 | 40.09 | 257,149 | 91.29 |
| Cimarron | 0 | 0.00 | 0 | 0.00 | 4,215 | 17.18 | 0 | 0.00 | 19,733 | 80.43 | 24,534 | 100.00 | 11,846 | 48.28 | 0 | 0.00 |
| Seville | 0 | 0.00 | 0 | 0.00 | 1,008 | 5.28 | 12,472 | 65.31 | 5,618 | 29.42 | 19,098 | 100.00 | 19,098 | 100.00 | 19,098 | 100.00 |
| Eldorado | 0 | 0.00 | 0 | 0.00 | 1,432 | 6.71 | 14,015 | 65.67 | 5,895 | 27.62 | 21,342 | 100.00 | 21,342 | 100.00 | 21,342 | 100.00 |
| Fleetwood | 0 | 0.00 | 0 | 0.00 | 7,628 | 15.52 | 38,450 | 78.25 | 0 | 0.00 | 49,137 | 100.00 | 0 | 0.00 | 49,137 | 100.00 |
| DeVille (fwd) | 0 | 0.00 | 0 | 0.00 | 29,807 | 17.79 | 124,798 | 74.47 | 12,630 | 7.54 | 167,572 | 100.00 | 60,630 | 36.18 | 167,572 | 100.00 |
| Chevrolet Total | 169,202 | 12.36 | 9,085 | 0.66 | 293,180 | 21.42 | 346,250 | 25.30 | 125,840 | 9.19 | 468,043 | 34.19 | 44,615 | 3.26 | 35,109 | 2.56 |
| Chevette | 63,908 | 61.90 | 9,085 | 8.80 | 16,829 | 16.30 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Cavalier | 60,926 | 14.10 | 0 | 0.00 | 123,149 | 28.50 | 67,408 | 15.60 | 0 | 0.00 | 130,062 | 30.10 | 9,506 | 2.20 | 0 | 0.00 |
| Celebrity | 16,936 | 7.00 | 0 | 0.00 | 5,565 | 2.30 | 49,598 | 20.50 | 0 | 0.00 | 106,212 | 43.90 | 0 | 0.00 | 0 | 0.00 |
| Camaro | 4,613 | 2.40 | 0 | 0.00 | 52,092 | 27.10 | 73,428 | 38.20 | 52,092 | 27.10 | 33,639 | 17.50 | 0 | 0.00 | 0 | 0.00 |
| Monte Carlo | 3,218 | 2.70 | 0 | 0.00 | 31,352 | 26.30 | 66,042 | 55.40 | 0 | 0.00 | 14,544 | 12.20 | 0 | 0.00 | 0 | 0.00 |
| Caprice | 19,601 | 8.00 | 0 | 0.00 | 64,193 | 26.20 | 57,088 | 23.30 | 73,748 | 30.10 | 148,477 | 60.60 | 0 | 0.00 | 0 | 0.00 |
| Corvette | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 32,687 | 93.10 | 0 | 0.00 | 35,109 | 100.00 | 35,109 | 100.00 | 35,109 | 100.00 |
| Oldsmobile Total | 5,347 | 0.51 | 0 | 0.00 | 287,008 | 27.31 | 676,077 | 64.34 | 72,800 | 6.93 | 875,171 | 83.29 | 40,675 | 3.87 | 0 | 0.00 |
| Firenza | 3,583 | 7.67 | 0 | 0.00 | 29,246 | 62.62 | 13,171 | 28.20 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Calais | 396 | 0.26 | 0 | 0.00 | 49,029 | 32.41 | 93,597 | 61.87 | 6,467 | 4.27 | 148,870 | 98.40 | 3,396 | 2.24 | 0 | 0.00 |
| Cutlass Ciera | 918 | 0.32 | 0 | 0.00 | 81,960 | 28.50 | 189,396 | 65.85 | 12,396 | 4.31 | 201,623 | 70.10 | 9,331 | 3.24 | 0 | 0.00 |
| Cutlass Supreme | 450 | 0.27 | 0 | 0.00 | 62,300 | 36.80 | 97,356 | 57.50 | 7,404 | 4.37 | 159,657 | 94.30 | 0 | 0.00 | 0 | 0.00 |
| Delta 88 | 0 | 0.00 | 0 | 0.00 | 52,950 | 22.60 | 159,446 | 68.06 | 19,775 | 8.44 | 231,923 | 99.00 | 12,975 | 5.54 | 0 | 0.00 |
| 88 (rwd-wagon) | 0 | 0.00 | 0 | 0.00 | 2,975 | 14.12 | 17,981 | 85.33 | 0 | 0.00 | 1,580 | 7.50 | 0 | 0.00 | 0 | 0.00 |
| Olds 98 | 0 | 0.00 | 0 | 0.00 | 8,110 | 6.51 | 96,287 | 77.29 | 20,116 | 16.15 | 124,447 | 99.90 | 14,973 | 12.02 | 0 | 0.00 |
| Toronado | 0 | 0.00 | 0 | 0.00 | 438 | 2.75 | 8,845 | 55.54 | 6,641 | 41.71 | 7,070 | 44.40 | 0 | 0.00 | 0 | 0.00 |
| Pontiac Total | 36,640 | 4.25 | 6,016 | 0.70 | 353,783 | 40.99 | 342,819 | 39.72 | 108,839 | 12.61 | 682,462 | 79.08 | 21,631 | 2.51 | 62,723 | 7.27 |
| 1000 | 9,589 | 44.21 | 6,016 | 27.74 | 5,189 | 23.92 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| 2000 Sunbird | 9,523 | 7.05 | 0 | 0.00 | 74,488 | 55.14 | 42,118 | 31.17 | 4,539 | 3.36 | 96,833 | 71.67 | 0 | 0.00 | 0 | 0.00 |
| Fiero | 872 | 1.04 | 0 | 0.00 | 19,121 | 22.77 | 39,291 | 46.79 | 23,551 | 28.05 | 81,963 | 97.61 | 0 | 0.00 | 0 | 0.00 |
| Grand Am | 6,959 | 3.11 | 0 | 0.00 | 94,819 | 42.41 | 94,129 | 42.10 | 24,162 | 10.81 | 212,753 | 95.15 | 0 | 0.00 | 47,794 | 21.38 |
| Grand Prix* | 1,161 | 2.62 | 0 | 0.00 | 19,109 | 43.15 | 20,192 | 45.60 | 3,260 | 7.36 | 5,937 | 13.41 | 0 | 0.00 | 0 | 0.00 |
| Bonneville* | 1,382 | 3.38 | 0 | 0.00 | 27,034 | 66.06 | 11,134 | 27.21 | 755 | 1.84 | 1,373 | 3.35 | 0 | 0.00 | 0 | 0.00 |
| Firebird | 1,912 | 1.73 | 0 | 0.00 | 23,535 | 21.30 | 56,399 | 51.05 | 26,372 | 23.87 | 103,006 | 93.23 | 878 | 0.79 | 0 | 0.00 |
| Parisienne | 1,271 | 1.49 | 0 | 0.00 | 34,378 | 40.40 | 41,936 | 49.29 | 6,968 | 8.19 | 83,282 | 97.88 | 0 | 0.00 | 0 | 0.00 |
| 6000 | 3,970 | 3.37 | 0 | 0.00 | 56,109 | 47.60 | 37,619 | 31.91 | 19,232 | 16.31 | 97,314 | 82.55 | 20,754 | 17.60 | 14,930 | 12.66 |
| **HONDA** | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 130,987 | 72.33 | 0 | 0.00 | 181,101 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| Civic | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,860 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| Accord | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 130,987 | 73.49 | 0 | 0.00 | 178,241 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| **NISSAN** | 0 | 0.00 | 0 | 0.00 | 15,821 | 31.17 | 0 | 0.00 | 0 | 0.00 | 21,980 | 43.30 | 0 | 0.00 | 0 | 0.00 |
| **NUMMI** (Nova) | 44,757 | 25.00 | 0 | 0.00 | 112,786 | 63.00 | 21,483 | 12.00 | 0 | 0.00 | 112,786 | 63.00 | 0 | 0.00 | 0 | 0.00 |
| **VOLKSWAGEN** | 0 | 0.00 | 0 | 0.00 | 14,582 | 17.09 | 10,077 | 11.81 | 10,077 | 11.81 | 75,409 | 88.35 | 85,350 | 100.00 | 0 | 0.00 |
| Total Cars, U.S. | 417,667 | 5.10 | 21,819 | 0.27 | 2,991,868 | 36.51 | 3,437,143 | 41.94 | 546,201 | 6.66 | 5,960,827 | 72.73 | 764,246 | 9.33 | 579,553 | 7.07 |

NOTE: *—Based on North American production.

# OPTIONS/EQUIPMENT

## ENGINE, FUEL INJECTION AND TURBOCHARGING OPTIONS ON 1986 U.S. MODELS

| | V-8 gasoline | Percent of Output | V-8 diesel | Percent of Output | V-6 gasoline | Percent of Output | 6-cylinder gasoline | Percent of Output | V-6 or 6-cylinder diesel | Percent of Output | 4-cylinder gasoline | Percent of Output | 4-cylinder diesel | Percent of Output | Turbo-charging | Percent of Output | Fuel Injection | Percent of Output |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **AMERICAN MOTORS** | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 8,217 | 11.24 | 0 | 0.00 | 64,873 | 88.76 | 0 | 0.00 | 0 | 0.00 | 64,873 | 88.76 |
| Eagle* | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 8,217 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Renault Total | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 64,873 | 100.00 | 0 | 0.00 | 0 | 0.00 | 64,873 | 100.00 |
| Alliance | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 55,821 | 100.00 | 0 | 0.00 | 0 | 0.00 | 55,821 | 100.00 |
| Encore | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 9,052 | 100.00 | 0 | 0.00 | 0 | 0.00 | 9,052 | 100.00 |
| **CHRYSLER MOTORS** | 112,001 | 9.58 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 1,056,835 | 90.42 | 0 | 0.00 | 207,718 | 17.77 | 685,114 | 58.62 |
| Plymouth Total | 8,931 | 2.55 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 341,642 | 97.45 | 0 | 0.00 | 7,106 | 2.03 | 91,560 | 26.12 |
| Horizon | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 97,778 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Turismo | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 46,392 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Reliant | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 153,362 | 100.00 | 0 | 0.00 | 0 | 0.00 | 47,450 | 30.94 |
| Caravelle | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 44,110 | 100.00 | 0 | 0.00 | 7,106 | 16.11 | 44,110 | 100.00 |
| Gran Fury | 8,931 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Chrysler Total | 84,917 | 23.08 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 282,981 | 76.92 | 0 | 0.00 | 127,923 | 34.77 | 282,981 | 76.92 |
| Laser | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 43,210 | 100.00 | 0 | 0.00 | 20,840 | 48.23 | 43,210 | 100.00 |
| LeBaron K | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 96,760 | 100.00 | 0 | 0.00 | 23,638 | 24.43 | 96,760 | 100.00 |
| LeBaron GTS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 83,478 | 100.00 | 0 | 0.00 | 41,272 | 49.44 | 83,478 | 100.00 |
| New Yorker/E-Class | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 59,533 | 100.00 | 0 | 0.00 | 42,173 | 70.84 | 59,533 | 100.00 |
| Fifth Avenue | 84,917 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Dodge Total | 18,153 | 4.03 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 432,212 | 95.97 | 0 | 0.00 | 72,688 | 16.14 | 310,573 | 68.96 |
| Omni | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 86,046 | 100.00 | 0 | 0.00 | 3,210 | 3.73 | 4,242 | 4.93 |
| Charger | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 50,655 | 100.00 | 0 | 0.00 | 7,664 | 15.13 | 10,820 | 21.36 |
| Aries | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 122,167 | 100.00 | 0 | 0.00 | 0 | 0.00 | 122,167 | 100.00 |
| Daytona | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 46,761 | 100.00 | 0 | 0.00 | 22,913 | 49.00 | 46,761 | 100.00 |
| Dodge 600 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 69,956 | 100.00 | 0 | 0.00 | 17,293 | 24.72 | 69,956 | 100.00 |
| Lancer | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 56,627 | 100.00 | 0 | 0.00 | 21,609 | 38.16 | 56,627 | 100.00 |
| Diplomat | 18,153 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| **FORD MOTOR** | 509,086 | 24.92 | 0 | 0.00 | 637,921 | 31.22 | 4,633 | 0.23 | 0 | 0.00 | 883,246 | 43.23 | 8,117 | 0.40 | 31.872 | 1.56 | 1,438,372 | 70.40 |
| Ford Division | 215,089 | 15.61 | 0 | 0.00 | 410,013 | 29.76 | 0 | 0.00 | 0 | 0.00 | 745,811 | 54.14 | 6,585 | 0.48 | 25,063 | 1.82 | 859,384 | 62.38 |
| Escort/EXP | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 385,427 | 98.77 | 4,761 | 1.22 | 0 | 0.00 | 35,237 | 9.03 |
| Tempo | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 164,766 | 99.21 | 1,295 | 0.78 | 0 | 0.00 | 164,766 | 99.21 |
| Mustang | 59,504 | 26.52 | 0 | 0.00 | 43,468 | 19.37 | 0 | 0.00 | 0 | 0.00 | 121,428 | 54.11 | 0 | 0.00 | 3,748 | 1.67 | 102,959 | 45.88 |
| Thunderbird | 31,548 | 19.24 | 0 | 0.00 | 111,103 | 67.76 | 0 | 0.00 | 0 | 0.00 | 21,315 | 13.00 | 0 | 0.00 | 21,315 | 13.00 | 142,650 | 87.00 |
| Taurus | 0 | 0.00 | 0 | 0.00 | 183,488 | 77.63 | 0 | 0.00 | 0 | 0.00 | 52,874 | 22.37 | 0 | 0.00 | 0 | 0.00 | 236,362 | 100.00 |
| Crown Victoria* | 124,037 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 105,456 | 85.02 |
| LTD | 0 | 0.00 | 0 | 0.00 | 71,954 | 99.27 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 529 | 0.73 | 0 | 0.00 | 71,954 | 99.27 |
| L-M Division | 293,997 | 44.18 | 0 | 0.00 | 227,908 | 34.25 | 4,633 | 0.70 | 0 | 0.00 | 137,435 | 20.65 | 1,532 | 0.23 | 6,809 | 1.02 | 578,987 | 87.00 |
| Mercury Total | 137,158 | 26.96 | 0 | 0.00 | 227,908 | 44.81 | 4,633 | 0.91 | 0 | 0.00 | 137,435 | 27.02 | 1,532 | 0.30 | 6,809 | 1.34 | 422,148 | 82.99 |
| Lynx | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 70,779 | 98.91 | 780 | 1.09 | 0 | 0.00 | 5,360 | 7.49 |
| Topaz | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 45,931 | 98.39 | 752 | 1.61 | 0 | 0.00 | 45,931 | 98.39 |
| Capri | 3,840 | 18.40 | 0 | 0.00 | 0 | 0.00 | 4,633 | 22.20 | 0 | 0.00 | 12,396 | 59.40 | 0 | 0.00 | 0 | 0.00 | 8,475 | 40.61 |
| Marquis | 0 | 0.00 | 0 | 0.00 | 28,210 | 98.70 | 0 | 0.00 | 0 | 0.00 | 372 | 1.30 | 0 | 0.00 | 0 | 0.00 | 28,210 | 98.70 |
| Cougar | 23,898 | 17.58 | 0 | 0.00 | 105,207 | 77.41 | 0 | 0.00 | 0 | 0.00 | 6,809 | 5.01 | 0 | 0.00 | 6,809 | 5.01 | 129,114 | 95.00 |
| Grand Marquis* | 109,420 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 109,420 | 100.00 |
| Sable | 0 | 0.00 | 0 | 0.00 | 94,490 | 98.80 | 0 | 0.00 | 0 | 0.00 | 1,148 | 1.20 | 0 | 0.00 | 0 | 0.00 | 95,638 | 100.00 |
| Lincoln Total | 156,839 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 156,839 | 100.00 |
| Mark VII | 20,056 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 20,056 | 100.00 |
| Continental | 19,012 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 19,012 | 100.00 |
| Lincoln | 117,771 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 117,771 | 100.00 |
| **GENERAL MOTORS** | 1,042,042 | 23.61 | 0 | 0.00 | 1,616,664 | 36.62 | 20,903 | 0.47 | 0 | 0.00 | 1,566,862 | 35.49 | 206 | .00 | 22,327 | 0.51 | 3,077,513 | 69.72 |
| Buick Total | 74,125 | 8.72 | 0 | 0.00 | 442,697 | 52.08 | 0 | 0.00 | 0 | 0.00 | 227,824 | 26.80 | 0 | 0.00 | 10,168 | 1.20 | 652,872 | 76.80 |
| Regal | 55,999 | 61.38 | 0 | 0.00 | 35,233 | 38.62 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 7,891 | 8.65 | 7,901 | 8.66 |
| LeSabre (fwd) | 0 | 0.00 | 0 | 0.00 | 94,972 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 94,972 | 100.00 |
| Skyhawk | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 91,421 | 100.00 | 0 | 0.00 | 2,276 | 2.49 | 91,421 | 100.00 |
| Somerset/Skylark | 0 | 0.00 | 0 | 0.00 | 32,396 | 23.50 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 137,855 | 100.00 |
| Century | 0 | 0.00 | 0 | 0.00 | 138,104 | 50.31 | 0 | 0.00 | 0 | 0.00 | 136,403 | 49.69 | 0 | 0.00 | 0 | 0.00 | 178,732 | 65.11 |
| LeSabre/Electra (rwd) | 18,126 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Electra (fwd) | 0 | 0.00 | 0 | 0.00 | 119,854 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 119,854 | 100.00 |
| Riviera | 0 | 0.00 | 0 | 0.00 | 22,138 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 22,138 | 100.00 |
| Cadillac Total | 257,149 | 91.29 | 0 | 0.00 | 0 | 0.00 | 20,903 | 7.42 | 0 | 0.00 | 3,631 | 1.29 | 0 | 0.00 | 0 | 0.00 | 232,546 | 82.56 |
| Cimarron | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 20,903 | 85.20 | 0 | 0.00 | 3,631 | 14.80 | 0 | 0.00 | 0 | 0.00 | 24,534 | 100.00 |
| Seville | 19,098 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 19,098 | 100.00 |
| Eldorado | 21,342 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 21,342 | 100.00 |
| Fleetwood | 49,137 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| DeVille (fwd) | 167,572 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 167,572 | 100.00 |
| Chevrolet Total | 407,849 | 29.80 | 0 | 0.00 | 318,184 | 23.24 | 0 | 0.00 | 0 | 0.00 | 600,992 | 43.91 | 206 | 0.02 | 0 | 0.00 | 807,114 | 58.96 |
| Chevette | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 103,038 | 99.80 | 206 | 0.20 | 0 | 0.00 | 206 | 0.20 |
| Cavalier | 0 | 0.00 | 0 | 0.00 | 42,778 | 9.90 | 0 | 0.00 | 0 | 0.00 | 389,323 | 90.10 | 0 | 0.00 | 0 | 0.00 | 432,101 | 100.00 |
| Celebrity | 0 | 0.00 | 0 | 0.00 | 133,310 | 55.10 | 0 | 0.00 | 0 | 0.00 | 108,632 | 44.90 | 0 | 0.00 | 0 | 0.00 | 150,004 | 62.00 |
| Camaro | 117,254 | 61.00 | 0 | 0.00 | 74,965 | 39.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 122,444 | 63.70 |
| Monte Carlo | 46,492 | 39.00 | 0 | 0.00 | 31,114 | 26.10 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 31,233 | 26.20 |
| Caprice | 208,994 | 85.30 | 0 | 0.00 | 36,017 | 14.70 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 36,017 | 14.70 |
| Corvette | 35,109 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 35,109 | 100.00 |
| Oldsmobile Total | 122,794 | 11.69 | 0 | 0.00 | 586,198 | 55.79 | 0 | 0.00 | 0 | 0.00 | 320,737 | 30.52 | 0 | 0.00 | 0 | 0.00 | 770,063 | 73.29 |
| Firenza | 0 | 0.00 | 0 | 0.00 | 1,027 | 2.20 | 0 | 0.00 | 0 | 0.00 | 45,674 | 97.80 | 0 | 0.00 | 0 | 0.00 | 46,701 | 100.00 |
| Calais | 0 | 0.00 | 0 | 0.00 | 32,981 | 21.80 | 0 | 0.00 | 0 | 0.00 | 118,310 | 73.20 | 0 | 0.00 | 0 | 0.00 | 151,291 | 100.00 |
| Cutlass Ciera | 0 | 0.00 | 0 | 0.00 | 130,868 | 45.50 | 0 | 0.00 | 0 | 0.00 | 156,754 | 54.50 | 0 | 0.00 | 0 | 0.00 | 197,309 | 68.60 |
| Cutlass Supreme | 122,794 | 72.53 | 0 | 0.00 | 46,559 | 27.50 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Delta 88 | 0 | 0.00 | 0 | 0.00 | 234,266 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 234,266 | 100.00 |
| 88 (rwd-wagon) | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Olds 98 | 0 | 0.00 | 0 | 0.00 | 124,572 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 124,572 | 100.00 |
| Toronado | 0 | 0.00 | 0 | 0.00 | 15,924 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 15,924 | 100.00 |
| Pontiac Total | 180,124 | 20.87 | 0 | 0.00 | 269,584 | 31.24 | 0 | 0.00 | 0 | 0.00 | 413,678 | 47.93 | 0 | 0.00 | 12,159 | 1.41 | 614,919 | 71.25 |
| 1000 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 21,689 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| 2000 Sunbird | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 135,101 | 100.00 | 0 | 0.00 | 12,159 | 9.00 | 135,101 | 100.00 |
| Fiero | 0 | 0.00 | 0 | 0.00 | 45,934 | 54.70 | 0 | 0.00 | 0 | 0.00 | 38,040 | 45.30 | 0 | 0.00 | 0 | 0.00 | 83,974 | 100.00 |
| Grand Am | 0 | 0.00 | 0 | 0.00 | 62,383 | 27.90 | 0 | 0.00 | 0 | 0.00 | 161,436 | 72.20 | 0 | 0.00 | 0 | 0.00 | 223,596 | 100.00 |
| Grand Prix* | 23,396 | 52.83 | 0 | 0.00 | 20,902 | 47.20 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,613 | 5.90 |
| Bonneville* | 13,918 | 34.01 | 0 | 0.00 | 27,011 | 66.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 3,069 | 7.50 |
| Firebird | 64,455 | 58.34 | 0 | 0.00 | 46,071 | 41.70 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 68,278 | 61.80 |
| Parisienne | 78,355 | 92.09 | 0 | 0.00 | 6,807 | 8.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 6,807 | 8.00 |
| 6000 | 0 | 0.00 | 0 | 0.00 | 60,476 | 51.30 | 0 | 0.00 | 0 | 0.00 | 57,411 | 48.70 | 0 | 0.00 | 0 | 0.00 | 91,480 | 77.60 |
| **HONDA** | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 181,101 | 100.00 | 0 | 0.00 | 0 | 0.00 | 57,750 | 31.89 |
| Civic | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 2,860 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Accord | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 178,241 | 100.00 | 0 | 0.00 | 0 | 0.00 | 57,750 | 32.40 |
| **NISSAN** | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 50,763 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| **NUMMI** (Nova) | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 179,026 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| **VOLKSWAGEN** | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 75,449 | 88.40 | 9,901 | 11.60 | 0 | 0.00 | 75,449 | 88.40 |
| Total Cars, U.S. | 1,663,129 | 20.29 | 0 | 0.00 | 2,254,584 | 27.51 | 33,753 | 0.41 | 0 | 0.00 | 4,058,155 | 49.52 | 18,224 | 0.22 | 261,917 | 3.20 | 5,399,072 | 65.88 |

NOTE: *—Based on North American production.

# OPTIONS/EQUIPMENT

## AIR CONDITIONING, TIRE, WHEEL AND WINDSHIELD WIPER OPTIONS ON 1986 U.S. MODELS

| | Air Conditioning | Percent of Output | Automatic Temperature Control | Percent of Output | Intermittent Windshield Wipers | Percent of Output | Steel Belted Radials | Percent of Output | Glass Belted Radials | Percent of Output | White Sidewalls | Percent of Output | Styled Wheels | Percent of Output |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **AMERICAN MOTORS** | 39,119 | 53.52 | 0 | 0.00 | 13,970 | 19.11 | 39,510 | 54.06 | 33,580 | 45.94 | 7,413 | 10.14 | 14,856 | 20.33 |
| Eagle* | 7,013 | 85.35 | 0 | 0.00 | 4,808 | 58.51 | 6,109 | 74.35 | 2,108 | 25.65 | 7,413 | 90.22 | 1,692 | 20.59 |
| Renault Total | 32,106 | 49.49 | 0 | 0.00 | 9,162 | 14.12 | 33,401 | 51.49 | 31,472 | 48.51 | 0 | 0.00 | 13,164 | 20.29 |
| Alliance | 27,883 | 49.95 | 0 | 0.00 | 7,246 | 12.98 | 28,999 | 51.95 | 26,822 | 48.05 | 0 | 0.00 | 5,582 | 10.00 |
| Encore | 4,224 | 46.66 | 0 | 0.00 | 1,916 | 21.17 | 4,402 | 48.63 | 4,650 | 51.37 | 0 | 0.00 | 7,582 | 83.76 |
| **CHRYSLER MOTORS** | 817,486 | 69.94 | 169,927 | 14.54 | 1,124,550 | 96.21 | 1,168,836 | 100.00 | 0 | 0.00 | 582,533 | 49.84 | 149,625 | 12.80 |
| Plymouth Total | 260,706 | 74.37 | 8,573 | 2.45 | 331,230 | 94.48 | 350,573 | 100.00 | 0 | 0.00 | 151,393 | 43.18 | 5,400 | 1.54 |
| Horizon | 56,799 | 58.09 | 0 | 0.00 | 97,778 | 100.00 | 97,778 | 100.00 | 0 | 0.00 | 29,461 | 30.13 | 0 | 0.00 |
| Turismo | 28,234 | 60.86 | 0 | 0.00 | 46,392 | 100.00 | 46,392 | 100.00 | 0 | 0.00 | 12,034 | 25.94 | 2,640 | 5.69 |
| Reliant | 133,548 | 87.08 | 0 | 0.00 | 141,062 | 91.98 | 153,362 | 100.00 | 0 | 0.00 | 59,827 | 39.01 | 2,761 | 1.80 |
| Caravelle | 42,125 | 95.50 | 0 | 0.00 | 38,102 | 86.38 | 44,110 | 100.00 | 0 | 0.00 | 44,110 | 100.00 | 0 | 0.00 |
| Gran Fury | 0 | 0.00 | 8,573 | 95.99 | 7,895 | 88.40 | 8,931 | 100.00 | 0 | 0.00 | 5,961 | 66.75 | 0 | 0.00 |
| Chrysler Total | 212,164 | 57.67 | 143,896 | 39.11 | 364,752 | 99.14 | 367.898 | 100.00 | 0 | 0.00 | 256,178 | 69.63 | 75,171 | 20.43 |
| Laser | 38,479 | 89.05 | 0 | 0.00 | 43,210 | 100.00 | 43,210 | 100.00 | 0 | 0.00 | 0 | 0.00 | 20,456 | 47.34 |
| LeBaron K | 92,870 | 95.98 | 0 | 0.00 | 96,760 | 100.00 | 96,760 | 100.00 | 0 | 0.00 | 96,760 | 100.00 | 3,899 | 4.03 |
| LeBaron GTS | 80,815 | 96.81 | 0 | 0.00 | 81,750 | 97.93 | 83,478 | 100.00 | 0 | 0.00 | 14,968 | 17.93 | 33,024 | 39.56 |
| New Yorker/E-Class | 0 | 0.00 | 58,979 | 99.07 | 59,533 | 100.00 | 59,533 | 100.00 | 0 | 0.00 | 59,533 | 100.00 | 4,018 | 6.75 |
| Fifth Avenue | 0 | 0.00 | 84,917 | 100.00 | 83,499 | 98.33 | 84,917 | 100.00 | 0 | 0.00 | 84,917 | 100.00 | 13,774 | 16.22 |
| Dodge Total | 344,616 | 76.52 | 17,458 | 3.88 | 428,569 | 95.16 | 450,365 | 100.00 | 0 | 0.00 | 174,962 | 38.85 | 69,054 | 15.33 |
| Omni | 50,182 | 58.32 | 0 | 0.00 | 86,046 | 100.00 | 86,046 | 100.00 | 0 | 0.00 | 25,349 | 29.46 | 4,242 | 4.93 |
| Charger | 31,406 | 62.00 | 0 | 0.00 | 50,655 | 100.00 | 50,655 | 100.00 | 0 | 0.00 | 11,190 | 22.09 | 9,893 | 19.53 |
| Aries | 103,903 | 85.05 | 0 | 0.00 | 111,367 | 91.16 | 122,167 | 100.00 | 0 | 0.00 | 52,935 | 43.33 | 3,201 | 2.62 |
| Daytona | 39,448 | 84.36 | 0 | 0.00 | 46,761 | 100.00 | 46,761 | 100.00 | 0 | 0.00 | 0 | 0.00 | 28,216 | 60.34 |
| Dodge 600 | 66,283 | 94.75 | 0 | 0.00 | 62,932 | 89.96 | 69,956 | 100.00 | 0 | 0.00 | 62,869 | 89.87 | 4,638 | 6.63 |
| Lancer | 53,394 | 94.29 | 0 | 0.00 | 54,696 | 96.59 | 56,627 | 100.00 | 0 | 0.00 | 11,110 | 19.62 | 18,353 | 32.41 |
| Diplomat | 0 | 0.00 | 17,458 | 96.17 | 16,111 | 88.75 | 18,153 | 100.00 | 0 | 0.00 | 11,509 | 63.40 | 512 | 2.82 |
| **FORD MOTOR** | 1,407,068 | 68.87 | 289,626 | 14.18 | 1,721,037 | 84.24 | 2,043,061 | 100.00 | 0 | 0.00 | 986,102 | 48.27 | 621,427 | 30.42 |
| Ford Division | 1,005,959 | 73.02 | 81,360 | 5.91 | 1,145,201 | 83.13 | 1,377,562 | 100.00 | 0 | 0.00 | 517,162 | 37.54 | 311,880 | 22.64 |
| Escort/EXP | 191,719 | 49.13 | 0 | 0.00 | 255,287 | 65.42 | 390,227 | 100.00 | 0 | 0.00 | 53,461 | 13.70 | 26,613 | 6.82 |
| Tempo | 135,686 | 81.70 | 0 | 0.00 | 160,747 | 96.79 | 166,078 | 100.00 | 0 | 0.00 | 53,959 | 32.49 | 24,330 | 14.65 |
| Mustang | 172,796 | 77.00 | 0 | 0.00 | 224,410 | 100.00 | 224,410 | 100.00 | 0 | 0.00 | 78,947 | 35.18 | 116,940 | 52.11 |
| Thunderbird | 140,338 | 85.59 | 21,381 | 13.04 | 142,863 | 87.13 | 163,965 | 100.00 | 0 | 0.00 | 86,459 | 52.73 | 97,264 | 59.32 |
| Taurus | 197,339 | 83.49 | 33,658 | 14.24 | 219,060 | 92.68 | 236,362 | 100.00 | 0 | 0.00 | 74,170 | 31.38 | 28,434 | 12.03 |
| Crown Victoria* | 96,600 | 77.88 | 26,321 | 21.22 | 100,954 | 81.39 | 124,037 | 100.00 | 0 | 0.00 | 102,554 | 82.68 | 12,825 | 10.34 |
| LTD | 71,483 | 98.62 | 0 | 0.00 | 41,881 | 57.78 | 72,483 | 100.00 | 0 | 0.00 | 67,612 | 93.28 | 5,472 | 7.55 |
| L-M Division | 401,109 | 60.27 | 208,266 | 31.29 | 575,836 | 86.53 | 665,499 | 100.00 | 0 | 0.00 | 468,940 | 70.46 | 309,547 | 46.51 |
| Mercury Total | 401,109 | 78.86 | 51,427 | 10.11 | 418,997 | 82.37 | 508,660 | 100.00 | 0 | 0.00 | 312,101 | 61.36 | 152,708 | 30.02 |
| Lynx | 36,567 | 51.10 | 0 | 0.00 | 44,724 | 62.50 | 71,559 | 100.00 | 0 | 0.00 | 10,304 | 14.40 | 5,224 | 7.30 |
| Topaz | 33,705 | 72.20 | 0 | 0.00 | 23,794 | 50.97 | 46,683 | 100.00 | 0 | 0.00 | 11,857 | 25.40 | 7,857 | 16.83 |
| Capri | 15,067 | 72.20 | 0 | 0.00 | 20,869 | 100.00 | 20,869 | 100.00 | 0 | 0.00 | 8,055 | 38.60 | 3,840 | 18.40 |
| Marquis | 28,439 | 99.50 | 0 | 0.00 | 23,432 | 81.98 | 28,582 | 100.00 | 0 | 0.00 | 28,411 | 99.40 | 2,487 | 8.70 |
| Cougar | 131,968 | 97.10 | 3,262 | 2.40 | 119,464 | 87.90 | 135,909 | 100.00 | 0 | 0.00 | 120,144 | 88.40 | 42,268 | 31.10 |
| Grand Marquis* | 72,731 | 66.47 | 36,689 | 33.53 | 101,214 | 92.50 | 109,420 | 100.00 | 0 | 0.00 | 109,420 | 100.00 | 37,093 | 33.90 |
| Sable | 82,631 | 86.40 | 11,477 | 12.00 | 85,500 | 89.40 | 95,638 | 100.00 | 0 | 0.00 | 23,910 | 25.00 | 53,940 | 56.40 |
| Lincoln Total | 0 | 0.00 | 156,839 | 100.00 | 156,839 | 100.00 | 156,839 | 100.00 | 0 | 0.00 | 156,839 | 100.00 | 156,839 | 100.00 |
| Mark VII | 0 | 0.00 | 20,056 | 100.00 | 20,056 | 100.00 | 20,056 | 100.00 | 0 | 0.00 | 20,056 | 100.00 | 20,056 | 100.00 |
| Continental | 0 | 0.00 | 19,012 | 100.00 | 19,012 | 100.00 | 19,012 | 100.00 | 0 | 0.00 | 19,012 | 100.00 | 19,012 | 100.00 |
| Lincoln | 0 | 0.00 | 117,771 | 100.00 | 117,771 | 100.00 | 117,771 | 100.00 | 0 | 0.00 | 117,771 | 100.00 | 117,771 | 100.00 |
| **GENERAL MOTORS** | 3,564,873 | 80.76 | 603,719 | 13.68 | 2,826,226 | 64.02 | 4,131,811 | 93.60 | 282,594 | 6.40 | 2,889,041 | 65.45 | 1,128,595 | 25.57 |
| Buick Total | 717,010 | 84.34 | 103,700 | 12.20 | 668,281 | 78.61 | 850,103 | 100.00 | 0 | 0.00 | 731,364 | 86.03 | 155,738 | 18.32 |
| Regal | 85,455 | 93.67 | 4,178 | 4.58 | 71,634 | 78.52 | 91,230 | 100.00 | 0 | 0.00 | 83,329 | 91.34 | 22,205 | 24.34 |
| LeSabre (fwd) | 85,076 | 89.58 | 9,896 | 10.42 | 90,670 | 95.47 | 94,972 | 100.00 | 0 | 0.00 | 83,974 | 88.42 | 17,266 | 18.18 |
| Skyhawk | 77,013 | 84.24 | 9 | 0.01 | 55,465 | 60.67 | 91,421 | 100.00 | 0 | 0.00 | 60,941 | 66.66 | 19,317 | 21.13 |
| Somerset/Skylark | 130,990 | 95.02 | 0 | 0.00 | 78,246 | 56.76 | 137,855 | 100.00 | 0 | 0.00 | 104,756 | 75.99 | 38,117 | 27.65 |
| Century | 267,974 | 97.62 | 0 | 0.00 | 213,292 | 77.70 | 274,507 | 100.00 | 0 | 0.00 | 252,739 | 92.07 | 25,310 | 9.22 |
| LeSabre/Electra (rwd) | 11,660 | 64.33 | 6,466 | 35.67 | 17,480 | 96.44 | 18,126 | 100.00 | 0 | 0.00 | 18,126 | 100.00 | 10,559 | 58.25 |
| Electra (fwd) | 58,842 | 49.09 | 61,012 | 50.91 | 119,356 | 99.58 | 119,854 | 100.00 | 0 | 0.00 | 110,073 | 91.84 | 17,085 | 14.25 |
| Riviera | 0 | 0.00 | 22,138 | 100.00 | 22,138 | 100.00 | 22,138 | 100.00 | 0 | 0.00 | 17,425 | 78.71 | 5,879 | 26.56 |
| Cadillac Total | 0 | 0.00 | 281,683 | 100.00 | 275,468 | 97.79 | 281,683 | 100.00 | 0 | 0.00 | 217,967 | 77.38 | 55,218 | 19.60 |
| Cimarron | 0 | 0.00 | 24,534 | 100.00 | 24,534 | 100.00 | 24,534 | 100.00 | 0 | 0.00 | 2,699 | 11.00 | 6,232 | 25.40 |
| Seville | 0 | 0.00 | 19,098 | 100.00 | 19,098 | 100.00 | 19,098 | 100.00 | 0 | 0.00 | 1,623 | 8.50 | 19,098 | 100.00 |
| Eldorado | 0 | 0.00 | 21,342 | 100.00 | 21,342 | 100.00 | 21,342 | 100.00 | 0 | 0.00 | 1,963 | 9.20 | 21,342 | 100.00 |
| Fleetwood Brougham | 0 | 0.00 | 49,137 | 100.00 | 47,614 | 96.90 | 49,137 | 100.00 | 0 | 0.00 | 49,137 | 100.00 | 0 | 0.00 |
| DeVille (fwd) | 0 | 0.00 | 167,572 | 100.00 | 162,880 | 97.20 | 167,572 | 100.00 | 0 | 0.00 | 162,545 | 97.00 | 8,546 | 5.10 |
| Chevrolet Total | 1,195,548 | 87.34 | 16,255 | 1.19 | 639,714 | 46.73 | 1,086,242 | 79.36 | 282,594 | 20.64 | 676,408 | 49.41 | 272,007 | 19.87 |
| Chevette | 51,209 | 49.60 | 0 | 0.00 | 0 | 0.00 | 103,244 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Cavalier | 356,915 | 82.60 | 0 | 0.00 | 123,581 | 28.60 | 149,507 | 34.60 | 282,594 | 65.40 | 219,507 | 50.80 | 40,617 | 9.40 |
| Celebrity | 231,055 | 95.50 | 0 | 0.00 | 123,632 | 51.10 | 241,942 | 100.00 | 0 | 0.00 | 162,585 | 67.20 | 12,581 | 5.20 |
| Camaro | 179,340 | 93.30 | 0 | 0.00 | 107,066 | 55.70 | 192,219 | 100.00 | 0 | 0.00 | 1,346 | 0.70 | 92,265 | 48.00 |
| Monte Carlo | 116,349 | 97.60 | 0 | 0.00 | 82,493 | 69.20 | 119,210 | 100.00 | 0 | 0.00 | 77,606 | 65.10 | 91,434 | 76.70 |
| Caprice | 241,826 | 98.70 | 0 | 0.00 | 167,833 | 68.50 | 245,011 | 100.00 | 0 | 0.00 | 215,365 | 87.90 | 0 | 0.00 |
| Corvette | 18,854 | 53.70 | 16,255 | 46.30 | 35,109 | 100.00 | 35,109 | 100.00 | 0 | 0.00 | 0 | 0.00 | 35,109 | 100.00 |
| Oldsmobile Total | 837,271 | 79.68 | 186,226 | 17.72 | 753,762 | 71.74 | 1,050,756 | 100.00 | 0 | 0.00 | 919,644 | 87.52 | 249,328 | 23.73 |
| Firenza | 37,221 | 79.70 | 0 | 0.00 | 26,433 | 56.60 | 46,701 | 100.00 | 0 | 0.00 | 37,781 | 80.90 | 16,859 | 36.10 |
| Calais | 139,036 | 91.90 | 0 | 0.00 | 99,096 | 65.50 | 151,291 | 100.00 | 0 | 0.00 | 110,745 | 73.20 | 95,011 | 62.80 |
| Cutlass Ciera | 284,171 | 98.80 | 0 | 0.00 | 222,332 | 77.30 | 287,622 | 100.00 | 0 | 0.00 | 260,873 | 90.70 | 56,662 | 19.70 |
| Cutlass Supreme | 167,614 | 99.00 | 0 | 0.00 | 127,150 | 75.10 | 169,307 | 100.00 | 0 | 0.00 | 154,408 | 91.20 | 52,147 | 30.80 |
| Delta 88 | 185,539 | 79.20 | 48,493 | 20.70 | 219,039 | 93.50 | 234,266 | 100.00 | 0 | 0.00 | 208,497 | 89.00 | 14,524 | 6.20 |
| 88 (rwd-wagon) | 16,964 | 80.50 | 4,088 | 19.40 | 19,872 | 94.30 | 21,073 | 100.00 | 0 | 0.00 | 20,546 | 97.50 | 0 | 0.00 |
| Olds 98 | 6,727 | 5.40 | 117,721 | 94.50 | 23,918 | 19.20 | 124,572 | 100.00 | 0 | 0.00 | 119,963 | 96.30 | 4,858 | 3.90 |
| Toronado | 0 | 0.00 | 15,924 | 100.00 | 15,924 | 100.00 | 15,924 | 100.00 | 0 | 0.00 | 6,831 | 42.90 | 9,268 | 58.20 |
| Pontiac Total | 815,045 | 94.44 | 15,856 | 1.84 | 489,001 | 56.66 | 863,027 | 100.00 | 0 | 0.00 | 343,657 | 39.82 | 396,304 | 45.92 |
| 1000 | 12,515 | 57.70 | 0 | 0.00 | 0 | 0.00 | 21,689 | 100.00 | 0 | 0.00 | 7,114 | 32.80 | 21,689 | 100.00 |
| 2000 Sunbird | 120,105 | 88.90 | 0 | 0.00 | 58,499 | 43.30 | 135,101 | 100.00 | 0 | 0.00 | 46,340 | 34.30 | 42,557 | 31.50 |
| Fiero | 74,989 | 89.30 | 0 | 0.00 | 62,729 | 74.70 | 83,974 | 100.00 | 0 | 0.00 | 0 | 0.00 | 58,614 | 69.80 |
| Grand Am | 215,770 | 96.50 | 0 | 0.00 | 121,413 | 54.30 | 223,596 | 100.00 | 0 | 0.00 | 59,253 | 26.50 | 101,513 | 45.40 |
| Grand Prix* | 43,753 | 98.80 | 0 | 0.00 | 25,375 | 57.30 | 44,284 | 100.00 | 0 | 0.00 | 37,287 | 84.20 | 19,441 | 43.90 |
| Bonneville* | 40,475 | 98.90 | 0 | 0.00 | 18,089 | 44.20 | 40,925 | 100.00 | 0 | 0.00 | 39,493 | 96.50 | 2,701 | 6.60 |
| Firebird | 106,285 | 96.20 | 884 | 0.80 | 63,086 | 57.10 | 110,483 | 100.00 | 0 | 0.00 | 0 | 0.00 | 110,483 | 100.00 |
| Parisienne | 84,918 | 99.80 | 0 | 0.00 | 67,900 | 79.80 | 85,088 | 100.00 | 0 | 0.00 | 83,556 | 98.20 | 3,233 | 3.80 |
| 6000 | 116,237 | 98.60 | 14,972 | 12.70 | 71,911 | 61.00 | 117,887 | 100.00 | 0 | 0.00 | 70,614 | 59.90 | 36,073 | 30.60 |
| **HONDA** | 131,007 | 72.34 | 0 | 0.00 | 181,101 | 100.00 | 181,101 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Civic | 0 | 0.00 | 0 | 0.00 | 2,860 | 100.00 | 2,860 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Accord | 131,007 | 73.50 | 0 | 0.00 | 178,241 | 100.00 | 178,241 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| **NISSAN** | 5,889 | 11.60 | 0 | 0.00 | 0 | 0.00 | 50,763 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| **NUMMI** (Nova) | 134,986 | 75.40 | 0 | 0.00 | 21,662 | 12.10 | 179,026 | 100.00 | 0 | 0.00 | 0 | 0.00 | 9,309 | 5.20 |
| **VOLKSWAGEN** | 59,318 | 69.50 | 0 | 0.00 | 85,350 | 100.00 | 85.350 | 100.00 | 0 | 0.00 | 0 | 0.00 | 85,350 | 100.00 |
| Total Cars, U.S. | 6,159,745 | 75.16 | 1,063,272 | 12.97 | 5,973,895 | 72.89 | 7,879,458 | 96.14 | 316,174 | 3.86 | 4,465,089 | 54.48 | 2,009,163 | 24.52 |

NOTE: *—Based on North American production.

# MANUFACTURERS

## Overseas vehicle makers, coachbuilders

Following is a list of overseas manufacturers of production cars and trucks, coachbuilders and specialized motor vehicles. Available phone numbers (with country codes) have been included. For U.S. and Canadian companies, see the Roster of Auto Firms and Executives, which begins on page 148.

**A.C. CARS,** Unit 815, Brooklands Industrial Park, Weybridge, Surrey KT13 0YU, England. Phone: (44) 9323 5522. Products: Speciality sports cars. See also Autokraft Ltd.

**ADAM OPEL AG,** D-6090 Russelsheim, West Germany. (Parent company is General Motors.) Phone: (49) 6142-661. Products: Opel passenger cars.

**AICHI MACHINE INDUSTRY CO. LTD.,** Nagoya, Aichi, Japan. Products: Commercial vehicles, automotive engines.

**ALFA-LANCIA INDUSTRIALE S.P.A.,** Viale Alfa Romeo, Centro Direzionale, 20020 Arese, Milan, Italy. Phone: (39) 2 93391. Telex: 330101 ALFAMI. (Parent company is Fiat Auto.) Products: Alfa Romeo, Lancia, Autobianchi passenger cars.

**ALPES INCENDIE,** 8690 Le Grand Lemps, B.P. 27, France. Phone: (33) 76 05 09 54. Telex: 320388. Products: Ambulances, fire-fighting vehicles.

**ALPINE, SOCIETE DES AUTOMOBILES,** Avenue de Breaute, 76201 Dieppe, France. Phone: (35) 82 37 21. Telex: Alpirno 180993 F. Products: Sports and GT cars; engineering for Renault.

**AMI-TOYOTA,** 155 Bertie St., Port Melbourne, Victoria, Australia. Products: Passenger cars, light trucks, engines, panels.

**ANAMBRA MOTOR MFG. CO. LTD.,** Emene Industrial Layout, Emene-Enugu, Nigeria. Phone: (234) 1 68 17 90. Telex: 51264. Products: Trucks.

**ARAB AMERICAN VEHICLE CO.,** P.O. Box 2419 Suez Canel Rd., Horeia, Heliopolis, Cairo, Egypt. Phone: (20) 603418-603427. Telex: 93791AAVUN. Products: Jeep vehicles.

**A.R.N.A. (ALFA ROMEO AND NISSAN AUTOVEICOLI) S.P.A.,** 83039 Pratola Serra, Avellino, Italy. (Parent company is Fiat Auto.) Phone: (39) 825 607075. Telex: 722361 ARNA. Products: Automobiles.

**ASTON MARTIN LAGONDA LTD.,** Tickford St., Newport Pagnell, Buckinghamshire, MK 9AN, England. Phone: (44) 908 610620. Products: Touring cars.

**ASTON MARTIN TICKFORD,** 58 Tanners Dr., Blakelands North, Milton Keynes MK14 5BW, England. Phone: (44) 908 614688. Telex: 826983 TIKFRD G. Products: Automobile design, engineering, type approval and general consultancy; coachbuilding, prototype work.

**AUDI AG,** Postfach 220, D-8070 Ingolstadt, West Germany. Phone: (49) 841-896. Telex: 55 05 0. Products: Audi passenger cars.

**AUSTIN ROVER GROUP LTD.,** Canley Road, Canley, Coventry, England CV5 6QX. Phone: (44) 203-70111. Telex: 312571. Products: Austin, Rover, MG automobiles

**AUTOBIANCHI — see Alfa-Lancia Industriale.**

**AUTO DACIA FOREIGN TRADE CO.,** 42 Mircea Voda St., P.O. Box 81, 0300 Pitesti — Romania. Telex: 18296, 18297. Phone: 976/36316. Products: Dacia automobiles.

**AUTOKRAFT LTD.,** Unit 815, Brooklands Industrial Park, Weybridge, Surrey KT13 0YU, England. Phone: (44) 9323 5522. Products: speciality automobiles, replicars.

**AUTOLATINA — see Volkswagen do Brasil, Ford Brasil.**

**AUTOMOBILE APAL S.A.,** rue de la Fontaine 25, Blegny, 4570 Belgium. Phone: (32) 41 874525. Products: Automobiles.

**AUTOMOBILES CITROEN,** 62 Blvd. Victor Hugo, Neuilly sur Seine 922089 Cedex, France. (Parent company is Peugeot S.A.) Phone: (33) 14 759 3300. Products: Citroen passenger cars.

**AUTOMOBILES DANGEL S.A.,** BP 01, 5 rue du Canal, 68780 Sentheim, France. Phone: (33) 89 825470. Products: Automobiles and conversions.

**AUTOMOBILES PEUGEOT,** 75 Ave. de la Grande Armee, Paris 75016, France. (Parent company is Peugeot S.A.) Phone: (33) 14 502 1133. Products: Peugeot and Talbot passenger cars.

**AUTOMOBILES TALBOT S.A.,** Apdo 140, Villa Verde, 28080 Madrid, Spain. (Peugeot S.A. owns controlling interest.) Phone: (34) 91 217 0612. Products: Peugeot and Talbot automobiles.

**AVON COACHWORK LTD.,** Ladbroke House, Tachbrook Road, Leamington Spa, Warwick CV31 3ES, England. Phone: (44) 926 882111. Products: Coachworks.

**AZLK (AVTOMOBILNY ZAVOD IMENI LENINSKOGO KOMSOLA),** Avtoexport, 14 Volkhonka, Moscow 119902, U.S.S.R. Phone: (7) 95 202 85 35. Products: Moskvich automobiles.

**BEDFORD COMMERCIAL VEHICLE DIV., TRUCK & BUS GROUP, GENERAL MOTORS CORP.,** P.O. Box 3, Luton, LU2 0SY England. Phone: (44) 582 21122. Products: Vans.

**BEIJING JEEP CORP.,** Chuihangliu, Chaoyangqu, Beijing, People's Republic of China. Phone: 78-1931. Telex: 20039BJCCN. Products: Jeep vehicles.

**BENTLEY — see Rolls-Royce Motors Ltd.**

**BERTONE, CARROZZERIA, S.P.A.,** Corso Allemano 46, 10095 Grugliasco, Turin, Italy. Phone: (39) 11 788-044. Telex: 220143. Products: Design, specialty automobiles and car bodies, prototypes, tooling.

**BITTER-AUTOMOBILE GMBH & CO. KG,** D-5830 Schwelm, Berlinerstrasse 57, West Germany. Phone: (49) 2336 6096-98. Products: Specialty automobiles.

**BL PLC— see Rover Group PLC.**

**BMW AG (BAYERISCHE MOTOREN WERKE),** Postfach 400240, Petuelring 130, BMW Haus, 8 Munich 40, West Germany. Phone: (49) 89 38951. Products: BMW passenger cars and motorcycles.

**BMW SOUTH AFRICA (PTY) LTD.,** P.O. Box 2955, Pretoria 0001, South Africa. Phone: (27) 11 805-1555. Telex: 430103SA. Products: BMW automobiles.

**BRISTOL CARS LTD.,** 368-370 Kensington High Street, London W14 8NL, England. Phone: (44) 1 603 5556. Products: Bristol automobiles.

**CARBODIES SALES & SERVICE LTD.,** Torrington Ave., Tile Hill, Coventry CV4 9BH, England. Phone: (44) 203 470022. Products: Taxis.

**CATERHAM CAR SALES & COACH WORKS LTD.,** Seven House, 38-40 Town End, Caterham Hill, Surrey CR3 5UG, England. Phone: (44) 883 46666. Products: Caterham Super Seven.

**CHAUSSON (SOCIETE ANONYME DES USINES CHAUSSON),** 11 Ave. Dubonnet, Courbevoie (Hauts de Seine), France. Phone: (33) 14 9040153. Products: Vans, motor vehicle and component research, design, development, testing, tooling, production and assembly.

**CHRYSLER DE MEXICO S.A.,** P.O. Box 53-951, Mexico, D.S., Mexico. Phone: (52) 905 250-9988. Telex: 383 1774 335. Products: Passenger cars and trucks.

**CITROEN — see Automobiles Citroen.**

**COLEMAN-MILNE,** Wigan Rd., Westhoughton, Bolton, England BL5 2EE. Phone: (44) 942 815600. Telex: 67249. Products: Limousines, ambulances, funeral vehicles.

**COMPANHIA INDUSTRIAL SANTA MATILDE INC. CO.,** Rua Buenos Aires 100, Rio de Janeiro, 20070, Brazil. Products: Automobiles.

**CRAYFORD AUTO DEVELOPMENTS LTD.,** High Street, Westerham, Kent, TN16 1RG, England. Phone: (44) 959 63087. Products: All-terrain vehicles, cycles, conversions.

**DACIA — see Auto Dacia.**

**DAEWOO MOTOR CO. LTD.,** 541 Namdaemun No 5-Ga, Chung-Ku, C.P.O. Box 2810, Seoul, South Korea. Phone: (82) 778-3184. Telex: DAEWOO K 23341-4. Cable: "DAEWOO" SEOUL. Products: Passenger vehicles.

**DAF TRUCKS,** Geldropseweg 303, 5645 TK Eindhoven, Netherlands. Phone: (31) 40 14 20 09. Products: Trucks and buses.

**DAIHATSU MOTOR CO. LTD.,** 1-1 Daihatsu-cho, Ikeda, Osaka, Japan. Phone: (81) 727 51 8811. Products: Passenger cars, buses, trucks.

**DAIMLER-BENZ AG,** D-7000 Stuttgart 60, Postfach 202, West Germany. Phone: (49) 711 17-0. Telex: 723 901 DBU D. Products: Engines, Mercedes-Benz automobiles, trucks and buses.

**DELTA MOTOR CORP.,** (formerly GM South African) P.O. Box 1137, Port Elizabeth 6000, South Africa. Phone: (27) 41 403-9111. Telex: 242386SA. Products: Opel automobiles.

**DE TOMASO MODENA S.P.A.,** Via Emilia Ovest 1250, 41100 Modena, Italy. Phone: (39) 59 518102. Products: Vehicles, spare parts.

**DONKERVOORT,** Nieuw Loosdrechtsedijk 205a, 1231 KT Nieuw Loosdrecht, Netherlands. Phone: (31) 2158-1990. Products: Donkervoort automobiles.

**DUTTON CARS LTD.,** 53 Broadwater St. W., Worthing, Sussex BN14 9BY, England. Phone: (44) 903 213421. Products: Dutton cars.

**EL NASR AUTOMOTIVE MFG. CO.,** Wadi-Hof, Cairo, Egypt. Phone: (20) 781901. Products: Buses, trucks, cars, tractors.

**ENASA S.A.,** Av. Aragon 402, 28022 Madrid, Spain. Phone: (34) 1 747 5555. Products: Pegaso trucks, buses.

**ERF LTD.,** Sun Works, Sandbach, Cheshire CW11 9DN, England. Phone: (44) 936 73223. Products: ERF heavy trucks.

**FABRYKA SAMOCHODOW MALOLITRAZOWYCH,** ul. Sarni Stok 93, 43-300 Bielsko-Biala, Poland. Products: Passenger cars, Fiat 126, Syrena models.

**FABRYKA SAMOCHODOW OSO-BOWYCH (FSO),** ul. Stalingradzka 50, Warsaw, Poland. Products: Automobiles.

**FARUS LTDA., INDUSTRIA DE VEICULOS ESPORTIVOS,** Rua Camilo Flamarion 311, 32000 Contagem, Minas Gerais, Brazil. Products: Automobiles.

**FASA-RENAULT,** Avenida de Burgos, Madrid 34, Spain. Phone: (34) 1 766 1900. Products: Renault automobiles.

**FERRARI S.P.A.,** P.O. Box 589, 41100 Modena, Italy. Phone: (39) 536 94 1161. Products: GT and sports cars.

**FIAT AUTO S.P.A.,** Corso Agnelli 200,-10135 Turin, Italy. Phone: (39) 11 3333 1. Products: Fiat, Autobianchi, Lancia, Alfa Romeo passenger cars.

**FIAT AUTOMOVEIS S.A.,** Rodovia Fernao Dias, km 429, 32500 Betim, Minas Gerais, Brazil. Products: Fiat passenger cars.

**FIRST AUTOMOBILE WORKS, THE,** Dong Feng St., Changchun, Jilin, China. Phone: 50-4051. Telex: 83009 FFAW CN. Products: Five-ton Jiefang (commercial vehicles) trucks, Hong-Qi luxury cars, Hong-Qi minibus, various special-purpose vehicles.

**FODEN — see Sandbach Engineering.**

Continued on page 100

### AUTOMOTIVE NEWS WORLD OUTLOOK

**Generated by Data Resources Inc.**

**(In Millions)**

| | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 |
|---|---|---|---|---|---|---|---|---|
| **NEW CAR REGISTRATIONS** | | | | | | | | |
| Total Western Europe* | 10,161 | 10,608 | 11,292 | 11,236 | 11,107 | 11,134 | 11,471 | 11,636 |
| Germany | 2,394 | 2,379 | 2,720 | 2,704 | 2,590 | 2,556 | 2,627 | 2,675 |
| France | 1,758 | 1,766 | 1,861 | 1,915 | 1,965 | 1,994 | 2,009 | 2,057 |
| United Kingdom | 1,750 | 1,832 | 1,851 | 1,780 | 1,785 | 1,803 | 1,826 | 1,784 |
| Italy | 1,636 | 1,746 | 1,795 | 1,759 | 1,709 | 1,727 | 1,758 | 1,789 |
| Total U.S. | 10,393 | 11,043 | 11,273 | 10,918 | 11,211 | 11,384 | 11,648 | 11,846 |
| Asia-Pacific** | 1,137 | 1,240 | 1,142 | 1,261 | 1,355 | 1,444 | 1,506 | 1,587 |
| Japan | 3,096 | 3,104 | 3,195 | 3,242 | 3,337 | 3,300 | 3,366 | 3,394 |
| Total Africa-Mid East | 1,242 | 1,268 | 1,185 | 1,168 | 1,252 | 1,306 | 1,389 | 1,510 |
| Total Latin America† | 1,350 | 1,410 | 1,395 | 1,384 | 1,479 | 1,618 | 1,733 | 1,873 |
| Total Eastern Bloc | 2,124 | 2,176 | 2,206 | 2,242 | 2,486 | 2,665 | 2,850 | 3,092 |
| **CAR PRODUCTION** | | | | | | | | |
| Total Western Europe* | 10,723 | 11,210 | 11,612 | 11,784 | 11,830 | 11,943 | 12,257 | 12,414 |
| Germany | 3,790 | 4,167 | 4,304 | 4,182 | 4,122 | 4,105 | 4,218 | 4,289 |
| France | 2,713 | 2,632 | 2,742 | 2,911 | 2,950 | 2,944 | 2,996 | 3,038 |
| United Kingdom | 909 | 1,048 | 998 | 1,050 | 1,077 | 1,144 | 1,182 | 1,171 |
| Italy | 1,439 | 1,395 | 1,540 | 1,532 | 1,502 | 1,548 | 1,549 | 1,560 |
| Total North American | 8,840 | 9,277 | 8,928 | 8,543 | 8,303 | 8,845 | 9,031 | 9,098 |
| Asia-Pacific** | 923 | 1,050 | 1,204 | 1,497 | 1,656 | 1,827 | 1,910 | 1,992 |
| Japan | 7,073 | 7,647 | 7,757 | 7,720 | 7,950 | 7,854 | 8,054 | 8,128 |
| Total Latin America† | 1,066 | 1,371 | 1,311 | 1,434 | 1,674 | 1,839 | 1,938 | 2,072 |
| Mexico | 245 | 297 | 198 | 255 | 340 | 383 | 415 | 460 |
| **NEW TRUCK REGISTRATIONS** | | | | | | | | |
| Western Europe*** | 1,117 | 1,216 | 1,304 | 1,327 | 1,312 | 1,312 | 1,342 | 1,361 |
| U.S. | 3,931 | 4,520 | 4,650 | 4,540 | 4,680 | 4,770 | 4,900 | 4,990 |
| **TRUCK PRODUCTION** | | | | | | | | |
| Western Europe*** | 1,223 | 1,392 | 1,462 | 1,479 | 1,482 | 1,507 | 1,507 | 1,530 |
| North America | 3,958 | 4,325 | 4,177 | 4,616 | 4,638 | 4,690 | 4,636 | 4,721 |

*Includes Germany, France, United Kingdom, Italy, Netherlands, Belgium, Denmark, Ireland, Greece, Sweden, Norway, Finland, Switzerland, Austria, Spain and Portugal.

**Includes Taiwan, South Korea Peninsular Malaysia, India, Australia and New Zealand but excludes Japan, which is listed separately.

***Includes Germany, France, United Kingdom, Italy, Spain, Sweden, Netherlands, Belgium, Denmark, Switzerland and Austria.

†Latin America includes Mexico, Brazil and Argentina.

January 1987

# MANUFACTURERS

Continued from page 99

## U.S CORPORATE PROFITS

(Dollars in billions)

| Year Quarter | Profits Before Tax: Motor Vehicle & Equipment Manufacturers | Profits Before Tax: Total Manufacturers | Profits Before Tax: Total U.S. Profits | Motor Vehicle & Equipment % of: Total Manufacturer Profits | Motor Vehicle & Equipment % of: Total U.S. Profits |
|---|---|---|---|---|---|
| 1970 | 1.2 | 26.6 | 68.9 | 4.5 | 1.7 |
| 1971 | 5.0 | 34.1 | 82.0 | 14.7 | 6.1 |
| 1972 | 5.9 | 40.7 | 94.0 | 14.4 | 6.3 |
| 1973 | 5.8 | 46.2 | 107.1 | 12.5 | 5.4 |
| 1974 | 0.7 | 39.8 | 99.4 | 0.2 | 0.1 |
| 1975 | 2.0 | 53.6 | 123.9 | 3.7 | 1.6 |
| 1976 | 7.2 | 70.9 | 155.3 | 10.0 | 4.7 |
| 1977 | 9.4 | 80.6 | 183.6 | 11.6 | 5.2 |
| 1978 | 8.9 | 88.7 | 208.2 | 10.0 | 4.3 |
| 1979 | 4.7 | 87.5 | 214.1 | 5.3 | 2.2 |
| 1980 | −2.5 | 77.1 | 194.0 | 0.0 | 0.0 |
| 1981 | 0.1 | 88.5 | 202.3 | 0.0 | 0.0 |
| 1982 | −0.8 | 58.0 | 150.2 | 1.4 | 0.5 |
| 1983 | 5.1 | 70.1 | 196.7 | 7.3 | 2.6 |
| 1984 | 9.9 | 87.4 | 230.2 | 11.3 | 4.3 |
| 1985 | 6.8 | 73.0 | 222.6 | 9.3 | 3.1 |
| 1986 I | 6.4 | 66.7 | 239.0 | 9.6 | 2.7 |
| II | 4.9 | 76.8 | 238.3 | 6.4 | 2.1 |
| III | 4.1 | 75.6 | 246.5 | 5.4 | 1.7 |

Seasonally adjusted annual rate.
SOURCES: U.S. Department of Commerce, Bureau of Economic Analysis, Survey of Current Business; MVMA.

## U.S. AUTOMAKERS' 1986-'85 FINANCIAL RESULTS

(In millions)

| | 1986 Sales | Profit (Loss) | 1985 Sales | Profit (Loss) |
|---|---|---|---|---|
| American Motors | $ 3,463 | $ (91) | $ 4,040 | $ (125) |
| Chrysler Corp. | 22,586 | 1,404 | 21,256 | 1,635 |
| Ford Motor Co. | 62,716 | 3,285 | 52,774 | 2,515 |
| General Motors Corp. | 102,814 | 2,945 | 96,372 | 3,999 |
| Total | $191,579 | $7,543 | $174,442 | $8,024 |

## 1986 FINANCIAL RESULTS OF AUTOMAKERS' FINANCE COMPANIES

(Dollars in millions)

| | American Motors Financial Corp. | Chrysler Financial Corp. | Ford Motor Credit Corp. | General Motors Acceptance Corp. |
|---|---|---|---|---|
| 1986 Net Income | $6.8 | $200.0 | $611.3 | $1,043.0 |
| 1985 Net Income | $6.9 | $154.3 | $440.5 | $1,021.0 |
| Change from 1985 | −1% | +30% | +39% | +2% |
| 1986 Percentage of Retail Sales Financed | 5% | 35% | 42% | 57% |
| 1985 Percentage of Retail Sales Financed | 7% | 33% | 39% | 41% |

## U.S. EMPLOYMENT IN MOTOR VEHICLE & EQUIPMENT MANUFACTURING INDUSTRY

| | Total (000) | Autos (000) | Trucks (000) | Parts (000) | Total as % of: Manufacturing | Total as % of: Non Agricultural |
|---|---|---|---|---|---|---|
| 1970 | 799.0 | 382.1 | 66.0 | 351.3 | 4.1 | 1.1 |
| 1971 | 848.5 | 420.2 | 67.7 | 361.1 | 4.6 | 1.2 |
| 1972 | 874.8 | 415.2 | 76.6 | 383.0 | 4.6 | 1.2 |
| 1973 | 976.5 | 461.6 | 85.0 | 429.9 | 4.8 | 1.3 |
| 1974 | 907.7 | 416.2 | 88.9 | 402.7 | 4.5 | 1.2 |
| 1975 | 792.4 | 375.3 | 64.7 | 352.5 | 4.3 | 1.0 |
| 1976 | 881.0 | 415.9 | 66.0 | 399.0 | 4.6 | 1.1 |
| 1977 | 947.3 | 442.0 | 72.6 | 426.5 | 4.8 | 1.1 |
| 1978 | 1,004.9 | 469.8 | 77.6 | 451.9 | 4.9 | 1.2 |
| 1979 | 990.4 | 463.0 | 80.8 | 441.1 | 4.7 | 1.1 |
| 1980 | 788.8 | 368.1 | 66.8 | 349.5 | 3.9 | 0.9 |
| 1981 | 788.7 | 358.7 | 61.5 | 363.3 | 3.9 | 0.9 |
| 1982 | 699.3 | 317.5 | 51.6 | 323.3 | 3.7 | 0.9 |
| 1983 | 753.7 | 349.1 | 54.1 | 339.5 | 4.1 | 0.8 |
| 1984 | 861.7 | 391.6 | 67.4 | 388.3 | 4.4 | 0.9 |
| 1985 | 876.4 | 404.5 | 65.6 | 391.6 | 4.5 | 0.9 |
| 1986* | 842.2 | 383.4 | 65.1 | 377.8 | 4.4 | 0.9 |

*Estimates. Definitions: Autos — motor vehicles and car bodies (SIC 3711); Trucks — truck and bus bodies (SIC 3713), truck trailers and motor homes (SIC 3715,6); Parts — motor vehicle parts and accessories (SIC 3714).
SOURCES: U.S. Department of Labor, Bureau of Labor Statistics; MVMA.

## U.S. UNEMPLOYMENT IN MOTOR VEHICLE & EQUIPMENT MANUFACTURING INDUSTRY

| | Civilian Workers | In Manufacturing | Motor Vehicles and Parts | Thousands | Total as % of: Total Manufacturing | Total as % of: Civilian Unemployment |
|---|---|---|---|---|---|---|
| 1970 | 4.9 | 5.6 | 7.0 | 82 | 6.9 | 2.0 |
| 1971 | 5.9 | 6.8 | 5.1 | 56 | 4.0 | 1.1 |
| 1972 | 5.6 | 5.6 | 4.4 | 48 | 4.2 | 1.0 |
| 1973 | 4.9 | 4.4 | 2.4 | 29 | 3.1 | 0.7 |
| 1974 | 5.6 | 5.8 | 9.3 | 112 | 8.9 | 2.2 |
| 1975 | 8.5 | 10.9 | 16.0 | 174 | 7.5 | 2.2 |
| 1976 | 7.7 | 7.9 | 6.0 | 65 | 3.8 | 0.9 |
| 1977 | 7.1 | 6.7 | 3.9 | 48 | 3.3 | 0.7 |
| 1978 | 6.1 | 5.5 | 4.1 | 53 | 4.3 | 0.9 |
| 1979 | 5.8 | 5.6 | 7.4 | 99 | 7.6 | 1.6 |
| 1980 | 7.2 | 8.5 | 20.4 | 257 | 12.9 | 3.4 |
| 1981 | 7.6 | 8.3 | 14.7 | 174 | 9.1 | 2.1 |
| 1982 | 9.7 | 12.4 | 20.1 | 215 | 7.8 | 2.0 |
| 1983 | 9.6 | 11.2 | 12.7 | 143 | 5.8 | 1.3 |
| 1984 | 7.5 | 7.5 | 7.2 | 92 | 5.5 | 1.1 |
| 1985 | 7.1 | 7.6 | 7.1 | 95 | 5.6 | 1.3 |
| 1986 | 7.0 | 7.1 | 6.9 | 89 | 5.7 | 1.1 |

SOURCES: U.S. Department of Labor, Bureau of Labor Statistics; MVMA.

**FORD BRASIL S.A.**, Caixa Postal 5064 — CEP 09720, Rudge Ramos Sao Bernardo do Campo, Sao Paulo, Brazil. Phone: (55) 11 457-6633. Products: Ford passenger cars and trucks.

**FORD ESPANA S.A. (SPAIN)**, Paseo de la Castellana 135, 8 Planta, Madrid 16, Spain. Phone: (34) 1 279 9500. Telex: Spain 42352. Products: Ford passenger cars.

**FORD IVECO — see Iveco.**

**FORD LIO HO MOTOR CO. (TAIWAN) LTD.**, P.O. Box 12, Chung Li, Taiwan 320, Republic of China. Phone: (886) 34 553131/553150. Telex: 35167. Products: Ford, Mazda passenger cars.

**FORD LUSITANA S.A.R.L. (PORTUGAL)**, Apartado 2248, R. Rosa Araujo 2, 1106 Lisbon Codex, Portugal. Phone: (351) 1 53 91 41. Telex: Portugal 122 18. Products: Ford passenger car, Transit van and Cargo truck assembly.

**FORD MOTOR ARGENTINA S.A.**, Casilla de Correo 696, 1000 Correo Central, Buenos Aires, Argentina. Phone: (54) 1 394-1017. Telex: 21175. Products: Passenger cars and trucks.

**FORD MOTOR CO. LTD. AND FORD OF EUROPE INC.**, Eagle Way, Brentwood, Essex, CM13 3BW, England. Phone: (44) 277 253000. Telex: United Kingdom 995311. Products: Ford passenger cars and light vans.

**FORD MOTOR CO. (JAPAN) LTD.**, Toranmon 37 Mori Bldg., 5-1 Toranomon 3-chome, Minato-ku, Tokyo, Japan. Products: Importer in Japan of Ford automobiles, and exporter to Australia and New Zealand of Mazda automobiles. Models: Laser, Telstar.

**FORD MOTOR CO. OF AUSTRALIA LTD.**, Private Mail Bag 6, Campbellfield, Victoria 3061, Australia. Phone: (61) 3 359-8211. Telex: 30624. Products: Ford passenger car, van, light and heavy truck assembly.

**FORD MOTOR CO. OF NEW ZEALAND LTD.**, P.O. Box 30-012, Lower Hutt, New Zealand. Phone: (64) 4 666-149 (Wellington). Cable: NEWZEAFORD WELLINGTON (N.Z.). Products: Ford passenger car, van and truck assembly.

**FORD MOTOR CO. S.A. DE C.V. (MEXICO)**, Apartado Postal 39 Bis, Mexico 1, D.F. Phone: (52) 905 211-0049. Telex: 7860. Products: Ford passenger cars and trucks.

**FORD MOTOR DE VENEZUELA S.A.**, Apartado 61131 del Este, Caracas, Venezuela. Phone: (58) 2 765377. Telex: Caracas FI-22740. Products: Ford passenger cars and trucks.

**FORD-WERKE AG**, Ottoplatz 2, Postfach 21 03 69, D-5000 Cologne 21, West Germany. Phone: (49) 221 8251. Telex: Germany 888483. Products: Ford passenger cars.

**FREIGHT ROVER LTD. — see Leyland-Daf Ltd.**

**FUJI HEAVY INDUSTRIES LTD.**, Subaru Bldg., 1-chome, 7-2, Nishi-shinjuku, Shinjuku-ku, Tokyo 160, Japan. Phone: (03) 347-2111. Telex: 0-232-2268 FUJI J. Products: Subaru vehicles.

**GAC IRELAND LTD.**, Shannon Industrial Estate, County Clare, Ireland. Phone: (353) 61-61522. Telex: 24048. Products: Monocoque buses.

**GAZ (GORKOVSKI AVTOMOBILNY ZAVOD)**, Avtoexport, 14 Volkhonka, Moscow 119902, U.S.S.R. Phone: (7) 95 202 8535. Products: Volga and Chaika automobiles.

**GENERAL MOTORS CHILE S.A., INDUSTRIA AUTOMOTRIZ**, P.O. Box 14370, Santiago, Chile. Phone: (56) 2 574 673. Products: Vehicle assembly.

**GENERAL MOTORS CONTINENTAL**, Noorderlaan 75, Postbus 9, B-2030 Antwerp, Belgium. Phone: (32) 3 543 5111. Products: Assembly of Opel and Vauxhall vehicles.

**GENERAL MOTORS DE MEXICO S.A. DE C.V.**, Apartado 107-BIS, Mexico 1, D.F. Phone: (52) 5 250-3777. Products: Assembly of passenger cars, commercial vehicles.

**GENERAL MOTORS DE PORTUGAL LTDA.**, P.O. Box 8115, 1802 Lisbon Codex, Portugal. Phone: (351) 1-85-01-88. Products: Assembly of vehicles.

**GENERAL MOTORS DE VENEZUELA C.A.**, Apartado 666, Caracas 1100, Venezuela. Phone: (58) 2-494-711/19. Products: Assembly of imported vehicles.

**GENERAL MOTORS DO BRASIL S.A.**, P.O. Box 8200, 01000 Sao Paulo, Brazil. Phone: (55) 11 442 7700. Products: Assembly of passenger cars and commercial vehicles.

**GENERAL MOTORS EGYPT S.A.E.**, (jointly owned by Isuzu Motors, GM, Egypt and an Arabian investment group), Abu El Fida Bldg., Abu El Fida, Zamalek, Cairo, Egypt. Phone: (20) 698047/812365. Products: Assembly and manufacture of commercial vehicles and passenger cars.

**GENERAL MOTORS-HOLDEN'S LTD.**, Box 1714 G.P.O., Melbourne, Australia 3001. Phone: (61) 3-647-1673. Products: Manufacture of passenger cars and light commercial vehicles, assembly of imported vehicles.

**GENERAL MOTORS URUGUAYA S.A.**, Avenida Sayago 1385, Montevideo, Uruguay. Phone: (59) 82-381-621/28. Products: Assembly of imported vehicles.

**GENERAL MOTORS ZAIRE S.A.R.L.**, B.P. 11199, Kinshasa 1, Zaire. Phone: 160-243 (Bell operator)-26635. Products: Assembly of imported vehicles.

**GHIA DESIGN S.P.A.**, Via Agostino da Montefeltro 5, 10134 Turin, Italy. Phone: (39) 11 598 333. Products: Design and engineering for Ford Motor Co.

**GIANNINI AUTOMOBILI S.P.A.**, Via Idrovore della Magliana 57, 00148 Rome, Italy. Products: Automobiles, variations of Fiat cars.

**GINETTA CARS LTD.**, West End Works, Witham, Essex, GMB 1BE, England. Phone: (44) 376 512143. Products: Automobiles including G25 model.

**GURGEL S.A. INDUSTRIA E. COMERCIO DE VEICULOS**, Rod. Washington Luis, km 171, 13500 Rio Claro, Sao Paulo, Brazil. Phone: (55) 195 34 9588. Products: Off-road cars, delivery vans, electric cars.

**HESTAIR DENNIS LTD.**, Woodbridge Works, Guildford, Surrey GU2 5XP, England. Phone: (44) 483 571271. Products: Buses and specialty trucks.

**HEULIEZ, S.A. LOUIS**, Cerizay, France, 79140. Phone: (33) 49 801111. Products: Ambulances, hearses, special vehicles, buses.

**HINDUSTAN MOTORS LTD.**, Birla Bldg., 9/1 R.N. Mukherjee Rd., Calcutta 1, India. Products: Cars, 4wd vehicles.

**HINO MOTORS LTD.**, 7-17, Nihonbashi 1-chome, Chuo-ku, Tokyo, Japan. Phone: (81) 3 272 4811. Telex: J22946 HINOLTD. Products: Diesel trucks.

**HONDA MOTOR CO. LTD.**, No. 27-8, 6-chome, Jingu-mae, Shibuya-ku, Tokyo, Japan. Phone: (81) 3 499 0111. Telex: J22678 (HONDAMTR). Products: Honda and Acura cars, motorcycles.

**HYUNDAI MOTOR CO.**, 140-2, Ke-Dong, Jong Ko-Ku, Seoul, South Korea. Phone: (82) 276 30211. Products: Automobiles.

**INDUSTRIE PININFARINA S.P.A.**, Via Lesna, 7880 Grugliasco, 10095 Turin, Italy. Phone: (39) 11-703232. Telex: 11-700819. Products: Automobiles, auto bodies and design.

**INNOCENTI, NUOVA — see Maserati.**

**INSTITUTE FOR DEVELOPMENT IN AUTOMOTIVE ENGINEERING (I.D.E.A.)**, Villa Cantamerla, Via Ferrero di Cambiano 32, 10024 Moncalieri, 10024 Turin, Italy. Phone: (39) 11 691091. Telex: 212262 IDEATO I. Fax: 11 550363. Products: Automobile design; industrial design (industrial vehicles, marine, machinery); engineering services (product engineering, manufacturing engineering, research, materials applications).

**INTERNATIONAL AUTOMOTIVE DESIGN**, IAD House, Dominion Way, Worthing, Sussex BN14 8LU, England. Phone: (44) 903 210131. Products: Design and engineering consultants.

**IRAN VANET MFG. CO.**, P.O. Box 250, Kilometer 21, Old Karaj Rd., Teheran, Iran. Phone: 952717/965032. Telex: 212035 IVMC IR. Products: Mazda trucks.

**ISUZU MOTORS LTD.**, 22-10, Minami-oi, 6-chome, Shinagawa-ku, Tokyo 140 Japan. Phone: (81) 3 762-1111. Telex: 0266219 ISUZU T J. Products: Isuzu cars, trucks, buses.

**ITAL DESIGN SIRP S.P.A.**, Via Grandi 11, 10024 Moncalieri, Italy. Phone: (39) 11 64-70-333. Telex: 220642 ITADE. Products: Design, models, interior mock-ups, engineering and development, prototypes, dies design, methods, tooling, automations, feasibility studies for automotive companies and truck, bus and industrial vehicle manufacturers.

**IVECO BV**, Bavink Staete, Prof. Bavinklaan 5, NL-Amstelveen, Amsterdam, Netherlands. Phone: (31) 20 413136. Products: Iveco, Magirus, Unic and Ford trucks and buses.

**JAGUAR P.L.C.**, Browns Lane, Allesley, Coventry CV5 9DR, England. Phone: (44) 203 402121. Products: Jaguar and Daimler automobiles.

**JEEP DE VENEZUELA S.A.**, Ave. Andres Bello Edif. Las Fundaciones, Caracas, Venezuela. Phone: (58) 2-573-8011. Telex: 24702 JEEPVVC. Products: Jeep vehicles.

**KAMAZ**, Avtoexport, 14 Volkhonka, 119902 Moscow, U.S.S.R. Phone: (7) 95 202 85 35. Products: KAMAZ heavy trucks.

**KARMANN GMBH, WILHELM**, Postfach 2609, Karmannstrasse 1, 45 Osnabrueck, West Germany. Phone: (49) 541 5811. Products: Limited production vehicles, engineering.

**KASSBOHRER, KARL, FAHRZEUGWERKE GMBH**, Postfach 2660, 79 Ulm, West Germany. Phone: (49) 731 1811. Products: Buses.

**KIA MOTORS CORP.**, 61 Yoido-dong, Yungdeungpo-ku, Seoul, South Korea. Phone: 783-1501-9. Telex: KIACO K27327 (SEOUL). Products: Passenger cars and trucks.

**LADA — see VAZ.**

**LAMBORGHINI, NUOVA AUTOMOBILI FERRUCCIO S.P.A.**, 40019 Sant'Agata Bolognese (Bologna), Italy. Phone: (39) 51 956 171. Products: Lamborghini automobiles.

**LAND ROVER LTD**, Lode Lane, Solihull B92 8BW, England. Phone: (44) 21 743 4242. Products: Land Rover utility vehicles, Range Rover station wagons.

**LAWIL S.P.A.**, Via Oreste Maretti 29, 27057 Varzi (Pavia), Italy. Phone: (39) 383 52244. Products: Automobiles.

**LEYLAND-DAF LTD.**, Lancaster House, Leyland, Preston PR5 1SN, England. Phone: (44) 772 421 400. Products: Leyland, Daf trucks, Freight Rover vans.

**LOTUS, GROUP**, Hethel, Norwich, Norfolk, England NR14 8EZ. Phone: (44) 953-608000. Telex: 97401. Products: Automobiles, automotive engineering technology.

**MAGGIORA, S.P.A., ILCA**, Via Natale Palli 8, Borgo San Pietro, 10047 Moncalieri, Turin, Italy. Phone: (39) 11 605 4301. Products: Engineering and assembly.

**MAN (MASCHINEN FABRIK AUGSBURG-NUERNBERG) AG**, Postfach 89, Augsburg,

# MANUFACTURERS

## U.S. VEHICLE AND PARTS PERCENT OF TOTAL MERCHANDISE TRADE OF GNP

| | Exports | | | Imports | | | |
|---|---|---|---|---|---|---|---|
| Year Quarter | Billions of Dollars | U.S. Total Merchandise Exports | U.S. Gross National Product | Billions of Dollars | U.S. Total Merchandise Imports | U.S. Gross National Product | Motor Vehicle & Parts Trade Deficit (Billions) |
| 1970 | 4.1 | 9.5 | 0.41 | 5.9 | 14.7 | 0.59 | 1.8 |
| 1971 | 5.0 | 11.3 | 0.46 | 7.9 | 17.1 | 0.73 | 2.9 |
| 1972 | 6.0 | 12.0 | 0.51 | 9.6 | 17.0 | 0.80 | 3.6 |
| 1973 | 7.3 | 10.2 | 0.55 | 11.3 | 16.0 | 0.85 | 4.0 |
| 1974 | 9.3 | 9.4 | 0.65 | 12.4 | 12.0 | 0.86 | 3.1 |
| 1975 | 10.8 | 10.1 | 0.68 | 12.1 | 12.3 | 0.78 | 1.3 |
| 1976 | 12.2 | 10.7 | 0.69 | 16.8 | 13.5 | 0.98 | 4.6 |
| 1977 | 13.5 | 11.2 | 0.68 | 19.4 | 12.7 | 1.01 | 5.9 |
| 1978 | 15.7 | 11.1 | 0.70 | 25.0 | 14.2 | 1.16 | 9.3 |
| 1979 | 18.4 | 10.0 | 0.73 | 26.4 | 12.5 | 1.10 | 8.0 |
| 1980 | 17.5 | 7.8 | 0.64 | 27.9 | 11.4 | 1.06 | 10.4 |
| 1981 | 19.8 | 8.3 | 0.65 | 30.9 | 11.6 | 1.04 | 11.1 |
| 1982 | 17.4 | 8.2 | 0.55 | 34.1 | 13.8 | 1.12 | 16.7 |
| 1983 | 18.7 | 9.2 | 0.55 | 43.5 | 16.2 | 1.24 | 24.8 |
| 1984 | 22.5 | 10.2 | 0.60 | 56.6 | 17.0 | 1.50 | 34.1 |
| 1985 | 24.5 | 11.4 | 0.61 | 65.1 | 19.2 | 1.63 | 40.6 |
| 1986 I | 6.0 | 11.1 | 0.58 | 17.8 | 19.8 | 1.72 | 11.8 |
| II | 5.9 | 10.8 | 0.57 | 19.1 | 21.0 | 1.83 | 13.2 |
| III | 5.6 | 10.1 | 0.53 | 20.6 | 22.2 | 1.94 | 15.0 |

SOURCES: U.S. Department of Commerce, Bureau of the Census; MVMA.

## NEW PLANT AND EQUIPMENT EXPENDITURES BY MOTOR VEHICLE AND PARTS MANUFACTURERS

| | Expenditures (Billions) | | | Motor Vehicle and Equip. Mfg. Percent of | |
|---|---|---|---|---|---|
| | Total U.S. | Total Manufacturing | Motor Vehicle & Equipt. Manuf. | Manufacturing | Total U.S. |
| 1975 | 162.60 | 53.66 | 3.33 | 6.2 | 2.0 |
| 1976 | 179.91 | 58.53 | 3.60 | 6.2 | 2.[illegible] |
| 1977 | 208.15 | 67.48 | 5.82 | 8.6 | 2.6 |
| 1978 | 245.34 | 78.58 | 7.19 | 9.1 | 2.9 |
| 1979 | 284.94 | 95.92 | 8.34 | 8.7 | 2.9 |
| 1980 | 314.47 | 112.33 | 9.02 | 8.0 | 2.9 |
| 1981 | 349.26 | 126.54 | 9.83 | 7.8 | 2.8 |
| 1982 | 347.47 | 120.68 | 7.77 | 6.4 | 2.2 |
| 1983 | 304.78 | 116.20 | 7.29 | 6.3 | 2.4 |
| 1984 | 354.44 | 138.82 | 11.20 | 8.1 | 3.2 |
| 1985 | 387.13 | 153.48 | 14.63 | 9.4 | 3.2 |
| 1986* | 380.69 | 144.77 | 14.57 | 10.1 | 3.8 |
| 1987* | 384.24 | 141.95 | 13.33 | 9.4 | 3.5 |

*—Projections.
SOURCES: U.S. Department of Commerce, Bureau of Economic Analysis; MVMA.

## U.S. INDUSTRIAL PRODUCTION INDEX AND CAPACITY USAGE OF MOTOR VEHICLE AND PARTS MANUFACTURERS

| | Industrial Production Index | | | | Capacity Utilization* | | | |
|---|---|---|---|---|---|---|---|---|
| | Total | | Motor Vehicle & Parts Manufacture | | | | | |
| | Index | % Change from Last Period | Index | % Change from Last Period | All Manufacturing | % Change from Last Period | Motor Vehicles & Parts | % Change from Last Period |
| 1970 | 78.5 | 3.3 | 56.3 | −19.5 | 79.2 | −8.6 | 68.8 | −24.0 |
| 1971 | 79.6 | 1.4 | 70.6 | 25.4 | 77.4 | −2.2 | 82.2 | 16.3 |
| 1972 | 87.3 | 9.7 | 77.1 | 9.2 | 82.8 | 7.0 | 86.0 | 4.6 |
| 1973 | 94.4 | 8.1 | 89.8 | 16.5 | 87.0 | 5.1 | 94.5 | 9.9 |
| 1974 | 93.0 | −1.5 | 77.5 | −13.7 | 82.6 | −5.1 | 78.4 | −17.0 |
| 1975 | 86.3 | −8.8 | 65.7 | −15.2 | 72.3 | −12.4 | 64.5 | −17.7 |
| 1976 | 92.4 | 9.2 | 86.5 | 31.8 | 77.4 | 7.1 | 81.1 | 25.7 |
| 1977 | 100.0 | 8.0 | 100.0 | 15.6 | 81.4 | 5.2 | 89.1 | 9.9 |
| 1978 | 106.5 | 6.5 | 104.6 | 4.6 | 84.2 | 3.4 | 89.0 | −0.1 |
| 1979 | 110.7 | 3.9 | 95.9 | −8.3 | 84.6 | 0.5 | 78.2 | −12.1 |
| 1980 | 108.6 | −1.9 | 71.1 | −25.8 | 79.3 | −6.3 | 57.8 | −26.0 |
| 1981 | 111.0 | 2.2 | 71.6 | 0.7 | 78.3 | −1.3 | 59.0 | 2.1 |
| 1982 | 103.1 | −7.1 | 66.8 | −6.7 | 70.3 | −10.6 | 54.3 | −8.0 |
| 1983 | 109.2 | 5.9 | 85.5 | 28.4 | 74.0 | 5.3 | 68.9 | 27.0 |
| 1984 | 121.8 | 11.5 | 105.6 | 23.1 | 80.8 | 9.2 | 82.5 | 19.7 |
| 1985 | 123.8 | 1.6 | 111.5 | 5.6 | 80.3 | −0.6 | 84.0 | 1.8 |
| 1986 | 125.1 | 1.1 | 110.9 | −0.5 | 79.8 | −0.6 | 79.9 | −4.9 |

NOTE: *—Capacity Utilization is a percent of capacity benchmarked to Bureau of Economic Analysis and McGraw-Hill surveys.
SOURCES: Board of Governors of Federal Reserve System, Federal Reserve Bulletin; Unpublished data on computer printout (FRB); MVMA.

## FORD MOTOR CO. FACTORY [illegible]LES

### U.S. and Canadian Cars and Trucks*

| | 1986 | 1985 | 1984 | 1983 | 1982 | 1981 | 1980 |
|---|---|---|---|---|---|---|---|
| **Cars** | | | | | | | |
| United States | 2,093,698 | 1,940,662 | 2,047,671 | 1,671,837 | 1,270,519 | 1,385,174 | 1,397,431 |
| Canada | 188,887 | 194,540 | 167,295 | 143,425 | 118,721 | 148,515 | 162,576 |
| Total cars | 2,282,585 | 2,135,202 | 2,214,966 | 1,815,262 | 1,389,240 | 1,533,689 | 1,560,007 |
| **Trucks**** | | | | | | | |
| United States | 1,404,002 | 1,260,123 | 1,238,928 | 993,874 | 803,484 | 716,648 | 753,195 |
| Canada | 126,758 | 119,583 | 94,552 | 69,409 | 70,120 | 104,136 | 109,006 |
| Total trucks | 1,530,760 | 1,379,706 | 1,333,480 | 1,063,283 | 873,604 | 820,784 | 862,201 |
| Total cars and trucks | 3,813,345 | 3,514,908 | 3,548,446 | 2,878,545 | 2,262,844 | 2,354,473 | 2,422,208 |

### Cars and Trucks Outside the United States and Canada**

| | 1986 | 1985 | 1984 | 1983 | 1982 | 1981 | 1980 |
|---|---|---|---|---|---|---|---|
| Germany | 862,288 | 769,883 | 789,655 | 833,119 | 797,850 | 737,383 | 657,258 |
| Britain | 438,155 | 422,003 | 371,598 | 414,018 | 423,073 | 418,629 | 468,472 |
| Spain | 268,114 | 265,783 | 269,021 | 228,150 | 229,839 | 254,006 | 266,522 |
| Brazil | 182,635 | 185,241 | 169,099 | 165,328 | 145,110 | 125,346 | 165,703 |
| Australia | 143,415 | 177,108 | 156,304 | 138,394 | 141,990 | 127,181 | 93,490 |
| Mexico | 43,601 | 70,238 | 50,560 | 47,670 | 90,478 | 107,312 | 84,668 |
| Argentina | 32,521 | 33,281 | 49,881 | 56,588 | 52,764 | 78,671 | 106,463 |
| Other countries | 131,671 | 112,055 | 180,087 | 172,419 | 123,639 | 110,187 | 63,666 |
| Total outside United States and Canada | 2,102,400 | 2,035,592 | 2,036,205 | 2,055,686 | 2,004,743 | 1,958,715 | 1,906,242 |
| Total worldwide—cars and trucks | 5,915,745 | 5,550,500 | 5,584,651 | 4,934,231 | 4,267,587 | 4,313,188 | 4,328,450 |

*Factory sales are by source of manufacture, except that Canadian exports to the United States are included as U.S. vehicle sales and U.S. exports to Canada are included as Canadian vehicle sales.
**Includes units manufactured by other companies and sold by Ford.

## GENERAL MOTORS WORLDWIDE FACTORY SALES

### (Units in Thousands)

| | CARS | | | TRUCKS & BUSES | | | TOTAL | | |
|---|---|---|---|---|---|---|---|---|---|
| | 1986 | 1985 | 1984 | 1986 | 1985 | 1984 | 1986 | 1985 | 1984 |
| United States | 4,302 | 4,882 | 4,338 | 1,520 | 1,537 | 1,338 | 5,822 | 6,419 | 5,676 |
| Canada | 545 | 562 | 549 | 192 | 280 | 277 | 737 | 842 | 826 |
| Overseas* | 1,783 | 1,762 | 1,485 | 234 | 282 | 269 | 2,017 | 2,044 | 1,754 |
| TOTAL | 6,630 | 7,206 | 6,372 | 1,946 | 2,099 | 1,884 | 8,576 | 9,305 | 8,256 |

*—Includes units which are manufactured overseas by other companies and which are imported and sold by General Motors and affiliates.

### Retail Unit Sales of Cars and Trucks Worldwide

| United States | 1986 | 1985 | Change from '85 | International | 1986 | 1985 | Change from '85 |
|---|---|---|---|---|---|---|---|
| Industry | 16,336 | 15,738 | 598 | Industry | 23,286 | 22,612 | 674 |
| GM: cars | 4,693 | 4,692 | 1 | GM: cars | 1,726 | 1,738 | (12) |
| trucks | 1,593 | 1,653 | (60) | trucks | 259 | 290 | (31) |
| total | 6,286 | 6,345 | (59) | total | 1,985 | 2,028 | (43) |
| As % of U.S. | 38.5 | 40.3 | (1.8) | As % of International | 8.4 | 8.6 | (0.2) |

West Germany. Phone: (49) 821 3223740. Products: MAN trucks and buses.

**MARCOS SALES LTD.**, 153 West Wilts Trading Estate, Westbury, Wiltshire BA13 4JN, England. Phone: (44) 373-864097. Telex: 444883 SPEMAR G. Products: Automobiles.

**MASERATI, OFFICINE ALFIERI, S.P.A.**, Viale Ciro Menotti 322, 41100 Modena, Italy. Phone: (39) 59 413801. Products: Maserati GT cars, Innocenti vehicles.

**MATRA AUTOMOBILE**, 14 Rue Paul Dautier, 78140 Velizy, France. Phone: (33) 946 9618. Products: Composite material engineering, Renault Espace minivan.

**MAZDA MOTOR CORP.**, 3-1 Shinichi, Fuchu-cho, Aki-gun, Hiroshima 730-91, Japan. P.O. Box 18. Phone: (81) 822 82-1111. Telex: 652333 MAZDA J. Products: Mazda cars, trucks.

**MERCEDES-BENZ — see Daimler-Benz.**

**MERCEDES-BENZ ARGENTINA, S.A.**, Casilla Correo 3890, (1000) Correo Central, Buenos Aires, Argentina. Phone: (54) 8 01 70 61/68. Products: Trucks, buses.

**MERCEDES-BENZ AUSTRALIA PTY LTD.**, P.O. Box 214, Mulgrave-Melbourne, Australia. Phone: (61) 35 66 92 66. Telex: 31735 merstar aa. Products: Assembly of trucks and buses.

**MERCEDES-BENZ DO BRASIL S.A.**, Ave. Alfred Jurzykowski 562, Sao Bernardo do Campo/Sao Paulo, Brazil. Phone: (55) 11 455 66 11. Telex: 114157 BENZBR. Products: Trucks, bus chassis.

**MERCEDES-BENZ OF SOUTH AFRICA (PTY) LTD.**, P.O. Box 1717, Pretoria 0001, South Africa. Phone: (27) 12 203 9111. Telex: 321361SA. Products: Assembly of Honda cars, and Mercedes-Benz cars, trucks, buses.

**METRO-CAMMELL WEYMANN LTD.**, P.O. Box 255, Washwood Heath, Birmingham B8 2UH, England. Phone: (44) 21 327 4777. Products: Buses, taxis.

## AMERICAN MOTORS

### Wholesale Unit Sales

| | 1986 | 1985 |
|---|---|---|
| U.S. | | |
| Automobiles | 50,041 | 117,197 |
| Jeep Vehicles | 183,987 | 204,374 |
| TOTAL | 234,028 | 321,571 |
| INTERNATIONAL | | |
| Automobiles | 16,331 | 34,284 |
| Jeep Vehicles | 37,375 | 35,914 |
| TOTAL | 53,706 | 70,198 |
| TOTAL | 287,734 | 391,769 |

**MG — see Austin Rover.**

**MICHELOTTI, G. (STUDIO TECNICO DESIGN CARROZZERIA)**, Strada Dei Boschi 8, 10092 Beinasco, Turin, Italy. Phone: (39) 11 349 7291. Products: Design and engineering, custom vehicles.

**MIDAS CARS LTD.**, St. Lukes Rd., Corby, Northamptonshire NN18 8AJ, England. Phone: (44) 536-60044. Products: Midas automobiles.

**MITSUBISHI MOTORS CORP.**, 33-8 Shiba 5-chome, Minato-ku, Tokyo, Japan. Phone: (81) 3 456-1111. Telex: J26639 (BISHIJIKO). Products: Motor vehicles ranging from mini vehicles to large-size trucks and buses.

**MORGAN MOTOR CO. LTD.**, Pickersleigh Road, Malvern Link, Worcestershire WR14 2LL, England. Phone: (44) 6845 3104. Products: Morgan automobiles, parts.

**MOTOR IBERICA S.A.**, Edificio Barcinovaa, Gran Via Carlos III, 140-142, Barcelona-34, Spain. Phone: (34) 3 309 1508. Products: Nissan 4wd Patrol vehicle and Vanette.

**NAYLOR CARS**, Pawson Street, Bradford, West Yorkshire BD4 8DF, England. Phone: (44) 274 669052. Products: Replicars.

**NISSAN AUSTRALIA PTY. LTD.**, 250-284 Frankston Rd., Dandenong, Victoria 3175, Australia. Phone: (61) 3 797 4111. Products: Automobiles.

**NISSAN DIESEL MOTOR CO. LTD.**, Sunshine 60 Bldg., 3-1-1, Higashi Ikebukuro, Toshima-ku, Tokyo. Phone: (81) 3 989 6799. Telex: NIDEKO J24111. Products: Heavy- and medium-duty diesel trucks, buses, industrial and marine diesel engines.

**NISSAN MEXICANA, S.V. DE C.V.**, Avenida Insurgentes Sur 1457, Mexico DF 03920, Mexico. Phone: (52) 5 688 2862. Products: Nissan cars and trucks.

**NISSAN MOTOR CO. LTD.**, 17-1, Ginza 6-chome, Chuo-ku, Tokyo 104, Japan. Phone: (81) 3 543 5523. Telex: NISMO J22503. Products: Nissan cars and trucks.

**NISSAN SOUTH AFRICA (PTY) LTD.**, P.O. Box 911-010, Rosslyn 0200, Pretoria, South Africa. Phone: (27) 12 541-1111. Telex: 322156SA. Products: Nissan automobiles, pickups.

**NOVA SPORTS CARS LTD.**, Bridge Garage, Huddersfield Road, Mirfield, West Yorkshire WF14 9HS, England. Phone: (44) 924 498811. Products: Automobiles.

**OGLE DESIGN LTD.**, Birds Hill, Letchworth, Hartfordshire, SG6 1JA, England. Phone: (44) 462 682661. Telex: 462 67814. Products: Automobile design and development, prototypes and models.

**OLTCIT S.A.**, c/o Auto Dacia Foreign Trade Co., 42 Mercea Voda St., 0300 Pitesti, Romania. Products: Citroen-based cars.

**OPEL — see Adam Opel AG.**

**OTOBUES VE MOTORLU ARACLAR SANAYII A.S.**, Burmali Cesmo Sokak Askeri, Firin Yolu No. 2, Davutpasa, Istanbul, Turkey. Phone: (90) 11 576 05 55. Telex: 22374. Products: Buses, trucks.

**OTOSAN A.S.**, P.K. 102, Kadikoy, Istanbul, Turkey. Products: Automobiles with fiberglass bodies and Ford engines.

**PANTHER CAR CO. LTD.**, Brooklands Industrial Park, Byfleet, Surrey KT13 0YU, England. Phone: (44) 9323 54066. Telex: 8955729. Products: Panther sports cars.

**PAYKAN**, Iran National Mfg. Co., Service Dept., P.O. Box 2118 Teheran, Iran. Products: Automobiles.

**PERUSAHAAN OTOMOBIL NASIONAL SDN. BDH. (PROTON)**, HICOM Industrial Estate, Batu 3, Locked Bag No. 3, Post Office, PKNS Complex, 40990 Shah Alam, Selangor, Malaysia. Phone: (60) 3-5111055. Telex: 784 38545 PROTON MA. Products: Proton Saga automobile.

**PEUGEOT AUTOMOBILES NIGERIA**, Turaki Ali House 3, Kanta Road, Kaduna, Nigeria. Products: Peugeot automobiles and pickup trucks.

**PEUGEOT S.A.**, 75 Ave. de la Grande Armee, Paris 75116, France. Phone: (33) 14 502 1133. Products: Peugeot, Talbot, Citroen automobiles.

**PEUGEOT TALBOT MOTOR CO. LTD.**, International House P.O. Box 712, Bickenhill

Continued on page 102

# MANUFACTURERS

Continued from page 101

Lane, Marston Green, Birmingham B37 7HZ, England. (Parent company is Automobiles Peugeot.) Products: Peugeot automobiles.

**PININFARINA — see Industrie Pininfarina.**

**PORSCHE AG,** Porschestrasse 42, 7 Stuttgart-Zuffenhausen, West Germany. Phone: (49) 711-8203-317. Telex: 721871. Products: Porsche automobiles, engineering subcontract work.

**PREMIER AUTOMOBILES LTD., THE,** LB Shastri Marg, Kurla, Bombay 400 070, India. Products: Fiat-based automobiles.

**PUMA INDUSTRIA DE VEICULOS S.A.,** Rua Vermag, 128-04217, Sao Paulo, Brazil. Products: Automobiles.

**QINGLING MOTORS CO. LTD.,** Sichuangprof, Zhongging-c, People's Republic of China. Products: Assembly of Isuzu commercial vehicles.

**RAYTON FISSORE S.P.A.,** Via Fondovalle 1, 12062 Cherasco, Cuneo, Italy. Phone: (39) 172 488 001. Products: Magnum 4wd vehicle.

**RELIANT MOTOR P.L.C.,** Two Gates, Tamworth, Staffordshire B77 1HN, England. Phone: (44) 827 250000. Products: Automobiles.

**RENAULT (REGIE NATIONALE DES USINES RENAULT),** 34 quai du Point du Jour, 92109 Boulogne-Billancourt, France. Phone: (33) 14 609 15 30. Telex: RENO 204000 F. Products: Renault automobiles.

**RENAULT TRUCK INDUSTRIES,** Boscombe Road, Dunstable, Bedfordshire LU5 4LX, England. Phone: (44) 582 64211. Products: Renault, Dodge trucks.

**RENAULT VEHICULES INDUSTRIELS (RVI),** 8 quai Marcel Dassault, 92156 Suresnes, France. Phone: (33) 14 772 3333. Products: Trucks, buses, military equipment.

**ROLLS-ROYCE MOTORS LTD.,** Pym's Lane, Crewe, Cheshire, CW1 3PL, England. Phone: (44) 270 255255. Products: Rolls-Royce, Bentley automobiles.

**ROVER GROUP PLC,** 7-10 Hobart Place, London SW1W 0HH, England. Phone: (44) 1 235 4311. Products: Austin, Rover, MG passenger cars, Land Rover utility vehicles, Range Rover station wagons.

**SAAB-SCANIA AB,** S-581 88 Linkoping, Sweden. Phone: (46) 13 18 00 00. Products: Saab automobiles, Scania trucks and buses.

**SAMCOR,** P.O. Box 411, Pretoria 0001, South Africa. Phone: (27) 12 863-9111. Telex: 320750SA. Products: Mazda, Mitsubishi, Ford automobiles, pickups.

**SANDBACH ENGINEERING,** Elworth Works Sandbach, Cheshire CW11 9HZ, England. Phone: (44) 270 763244. Products: Foden heavy trucks.

**SBARRO-ATELIERS DE CONSTRUCTIONS AUTOMOBILES,** 1411 Les Tuileries-de-Grandson, Switzerland. Products: Specialty vehicles.

**SCANIA — see Saab-Scania.**

**SEAT (SOCIEDAD ESPANOLA DE AUTOMOVILES DE TURISMO S.A.),** Paseo de la Castellana 278, 28046 Madrid, Spain. Phone: (34) 1 733 2400. Products: Seat and Volkswagen automobiles.

**SEDDON ATKINSON VEHICLES LTD.,** Woodstock Factory, Oldham, Lancashire OL2 6HP, England. Phone: (44) 61 624 0566. Products: Heavy trucks.

**SEMAL (SOCIEDADE ELECTRO MECANICA DE AUTOMOVEIS LTDA.),** Rua Nova de S. Mamede, 3-9, Lisbon 2, Portugal. Products: License-made 4x4 Aro, known as Portaro.

**SEVEL (SOCIETA EUROPEA VEICOLI LEGGERI),** Zona Industriale, Strada Stratale 154, Valle del Sangro, 66041 Atessa (CH), Italy. Phone: (39) 872 8901. Products: Fiat, Peugeot, Citroen, Talbot, Alfa Romeo vans.

**SEVEL ARGENTINA S.A.,** Humberto 10, No. 1006, Villa Bosch, Buenos Aires, Argentina. Phone: (54) 1 750 4211. Products: Peugeot, Fiat light trucks.

**SINPAR (SOCIETE INDUSTRIELLE DE PRODUCTIONS ET D'ADAPTATIONS RHODANIENNES),** 5, rue d'Arsonval - Z.L., 69680 Chassieu, France. Phone: (33) 890 38 88. Telex: 300 649. Products: Transformation of standard vehicles (passenger cars, commercial vehicles) into all-wheel-drive vehicles.

**SIPANI AUTOMOBILES LTD.,** 25/26 Industrial Suburb, Second Stage, Tumkur Road, Banglore 560 022, India. Products: Dolphin passenger car (under license from Reliant Motor).

**SISU-AUTO AB, Oy,** Fleminginkatu 27, 00510 Helsinki 51, Finland. Phone: (358) 0 90 75 0101. Products: Sisu heavy trucks.

**SKODA (AUTOMOBILOVE ZAVODY NARODNI PODNIK),** Trida Rude armady 294, PSC 293 60, Mlada Boleslav, Czechoslovakia. Phone: (42) 326 6133. Products: Automobiles.

**STEYR-DAIMLER-PUCH AG,** Kaerntnerring 7, 1011 Vienna 1, Austria. Phone: (43) 222 52 3581. Products: Truck manufacture; subassembly and engineering.

**STIMULA-BUGATTI AUTOMOBILE,** Chemin de Sacuny, 69530 Brignais, Lyon, France. Phone: (33) 7 805 3285. Products: Bugatti replicars.

**SUZUKI MOTOR CO. LTD.,** 300 Takatsuka, Hamamatsu, Shizuoka-ken, Japan. Phone: (81) 3 534 471111. Telex: 4225-571 SUZUKI J. Products: Passenger cars, vans, motorcycles.

**TATRA NARODNI PODNIK,** 74221 Koprivnice, Czechoslovakia. Phone: (42) 656 40151. Products: Trucks.

**THOMPSON MFG. CO.,** (Wexford) Ltd., Castlebridge, Wexford, Ireland. Phone: (353) 53 23327. Products: TMC Costin sports cars.

**TOYOTA MOTOR CORP.,** No. 4-18, Koraku 1-chome, Bunkyo-ku, Tokyo 112, Japan. Phone: (81) 3 817 7111. Telex: 4528371 TOYOTA J. Products: Passenger cars, trucks.

**TOYOTA SOUTH AFRICA LTD.,** P.O. Box 481, Berveglei 2012, South Africa. Phone: (27) 11 809-9111. Telex: 421091SA. Products: Passenger cars, pickups.

**TRABANT (VEB SACHSENRING AUTOMOBILWERKE ZWICKAU),** 9541 Zwickau, East Germany. Phone: (37) Zwickau 700. Products: Trabant automobiles.

**TVR ENGINEERING LTD.,** Bristol Ave., Blackpool, Lancashire FY2 0JF, England. Phone: (44) 253 56151. Telex: 67519. Products: Sports cars.

**UAZ (ULIANOVSKY AVTOMOBILNY ZAVOD),** Avtoexport, 14 Volkhonka, Moscow 119902, U.S.S.R. Phone: (7) 95 202 85 35. Products: 4wd utility vehicles.

**VAUXHALL MOTORS LTD.,** P.O. Box 3, Kimpton Road, Luton, Bedfordshire LU2 OSY, England. (Parent company is General Motors.) Phone: (44) 582 21122. Products: Passenger car assembly.

**VAZ (VOLZHSKY AVTOMOBILNY ZAVOD),** Avtoexport, 14 Volkhonka, Moscow 119902, U.S.S.R. Phone: (7) 95 202 85 35. Products: Lada automobiles.

**VOLGA — see GAZ.**

**VOLKSWAGEN AG,** D-3180 Wolfsburg 1, West Germany. Phone: (49) 5361 90. Products: Automobiles, vans and trucks.

**VOLKSWAGEN ARGENTINA S.A.,** Florencio Varela 1903, 1754 San Justo, Buenos Aires, Argentina. Phone: (54) 1 651 0081. Products: Automobiles.

**VOLKSWAGEN DO BRASIL S.A.,** Via Anchieta km 23.5, Sao Bernardo do Campo, Sao Paulo, CEP 09700, Brazil. Phone: (55) 11 452 6622. Products: Automobiles.

**VOLKSWAGEN OF NIGERIA LTD.,** km 17, Badagry Highway, Lagos, Nigeria. Products: Automobiles.

**VOLKSWAGEN OF SOUTH AFRICA (PTY) LTD.,** P.O. Box 301, Port Elizabeth 6000, South Africa. Phone: (27) 422 264911. Telex: 244166SA. Products: Volkswagen, Audi passenger cars, VW vans.

**VOLVO CAR B.V.,** Steenovenweg 1, 5708 HN Helmond, Postbus 1015, Netherlands. Phone: (31) 4920 31111. Products: Volvo automobiles.

**VOLVO, AB,** S-405 08 Gothenburg, Sweden. Phone: (46) 31 590000. Telex: 2370 VOLVO S. Products: Volvo automobiles, buses, trucks.

**WARTBURG (VEB AUTOMOBILWERK EISENACH),** Postfach 218, Friedrich Naumannstrasse, 5900 Eisenach, East Germany. Phone: (37) 623 590. Products: Wartburg automobiles.

**YUE LOONG MOTOR CO. LTD.,** 150 Nanking East Road, Sec. 2, 10th Floor, Taipei, 10409, Taiwan, Republic of China. Phone: (886) 2 521-5353-18. Telex: 21630 TYLCO. Products: Automobiles, light trucks.

**YUGO — see ZCZ.**

**ZAGATO CAR S.P.A.,** Via Per Arese, 20017 Terrazzano di Rho, Milan, Italy. Phone: (39) 2 930 1635. Products: Passenger car bodies.

**ZAZ (ZAPOROZHSKY AVTOMOBILNY ZAVOD),** Avtoexport, 14 Volkhonka, Moscow 119902, U.S.S.R. Phone: (7) 95 202 85 35. Products: Zaporozhets minicars.

**ZCZ (ZAVODI CRVENA ZASTAVA),** Spanskih boraca 4, 34000 Kragujevac, Yugoslavia. Phone: (38) 34 34070. Products: Automobiles and trucks.

**ZIL,** Avtoexport, 14 Volkhonka, Moscow 119902, U.S.S.R. Phone: (7) 95 202 85 35. Products: Trucks. ■

### GENERAL MOTORS CORP.

**Financial Highlights**

| | 1986 | 1985 |
|---|---|---|
| **Sales and Revenues** (in millions except per share and hourly amounts) | $102,813.7 | $ 96,371.7 |
| Worldwide Factory Sales of Cars and Trucks (units in thousands) | 8,576 | 9,305 |
| **Net Income** | $2,944.7 | $3,999.0 |
| As a percent of sales and revenues | 2.9 | 4.1 |
| As a percent of stockholders' equity | 9.6 | 13.5 |
| **Worldwide Employment (in thousands)** | | |
| GM (excluding units listed below) | 734 | 762 |
| GMAC and its subsidiaries | 16 | 14 |
| Electronic Data Systems (effective Nov. 18, 1984) | 45 | 35 |
| Hughes Aircraft Co. (effective Dec. 31, 1985) | 81 | — |
| Average number of employees | 876 | 811 |
| Total payrolls (including profit sharing in 1985 and 1984) | $28,146.1 | $25,639.1 |
| Total cost of an hour worked — U.S. hourly employees* | $24.00 | $23.40 |

NOTE: *—Excludes Hughes and EDS.

### FORD MOTOR CO.

**Financial Highlights**

| | 1986 | 1985 |
|---|---|---|
| **Dollar sales** (in millions) | | |
| Automotive | $58,271 | $48,879 |
| All other | 4,445 | 3,895 |
| Total | $62,716 | $52,774 |
| **Net income** (in millions) | $3,285 | $2,515 |
| A share | 12.32 | 9.09 |
| A share assuming full dilution | 12.11 | 8.81 |
| Cash dividends a share | 2.22 | 1.60 |
| **After-tax return on sales** | 5.3 | 4.8 |
| **Taxes** (in millions) | | |
| Provision for income taxes | $1,774.2 | $1,103.1 |
| Net income (loss) | 3,285.1 | 2,515.4 |
| Cash dividends | 591.2 | 442.7 |
| Retained income (loss) | $2,693.9 | $2,072.7 |
| **Investment** | | |
| Capital expenditures (in millions) | $3,353 | $3,737 |
| Cash and marketable securities at Dec. 31 (in millions) | 8,553 | 5,904 |
| Working capital at Dec. 31 (in millions) | 2,832 | 1,237 |
| Stockholders equity at Dec. 31 (in millions) | 14,860 | 12,269 |
| Stockholders equity a share at Dec. 31 | 55.36 | 43.95 |
| **Employee Data — Worldwide*** | | |
| Payroll | $11,289.7 | $10,175.1 |
| Total labor costs | $15,284.5 | $14,033.4 |
| Average number of employees | 382,274 | 369,314 |
| Employee Data — U.S. Operations* | | |
| Payroll | $7,703.6 | $7,212.9 |
| Average number of employees | 181,476 | 172,165 |
| Average hourly labor costs** | | |
| Earnings | $16.18 | $15.77 |
| Benefits | $10.94 | $10.68 |
| Total | $27.12 | $26.45 |

NOTES: *—Includes unconsolidated finance, insurance and land subsidiaries.
**—Per hour worked (in dollars). Excludes data for subsidiary companies, except Rouge Steel.

### CHRYSLER CORP.

**Financial Highlights**

| | 1986 | 1985 |
|---|---|---|
| **Unit Sales of Cars and Trucks:** | | |
| In the United States and Canada | 2,138,829 | 2,081,073 |
| Outside the United States and Canada | 59,586 | 76,300 |
| TOTAL WORLDWIDE | 2,198,415 | 2,157,373 |
| **Net Sales** (In millions of dollars) | $ 22,586.3 | $ 21,255.5 |
| **Earnings from continuing operations** (In millions of dollars) | 1,403.6 | 1,635.2 |
| **Per share data-primary** *(In dollars): | | |
| Earnings from continuing operations | 6.31 | 6.25 |
| **At Dec. 31** (In millions of dollars): | | |
| Cash and marketable securities | 2,679.4 | 2,797.5 |
| Property, plant, equipment and tools less accumulated depreciation | 6,117.8 | 4,639.6 |
| Total assets | $14,463.2 | $12,605.3 |
| **Payroll and Employment Data** | | |
| **Worldwide Operations:** | | |
| Average number of employees | 115,074 | 107,850 |
| Total payroll (In millions) | $ 4,137.4 | $ 3,843.3 |
| **U.S. Operations:** | | |
| Average number of employees | 87,414 | 84,804 |
| Total payroll (In millions) | $ 3,744.5 | $ 3,464.8 |
| Average total hourly labor costs per hour worked — including employee benefits | $ 25.44 | $ 24.50 |
| Average weekly hours worked — hourly employees | 41.3 | 40.2 |
| Average number of hourly employees | 60,363 | 60,231 |
| Number of retired employees receiving benefits under the company's pension plans | 67,064 | 66,275 |
| **Sales by Area of Manufacture** | | |
| **United States** | | |
| Cars | 1,298,501 | 1,265,527 |
| Trucks | 152,584 | 213,855 |
| **Canada** | | |
| Cars | — | — |
| Trucks | 405,319 | 389,679 |
| Total | 1,856,404 | 1,869,061 |
| TOTAL WORLDWIDE | 2,198,415 | 2,157,373 |

NOTE: *—Restated to reflect the three-for-two stock splits.

### AMERICAN MOTORS CORP.

**(Dollars in millions)**

| | 1986 | Change | 1985 |
|---|---|---|---|
| Sales | $3,462.5 | (14.3%) | $ 4,039.9 |
| Net Earnings (Loss) | $ (91.3) | $34.0 | $ (125.3) |
| Worldwide Wholesale Units Sales | | | |
| Automobiles | 66,372 | (56.2%) | 151,481 |
| Jeep Vehicles | 221,362 | (7.9)% | 240,288 |
| Total | $287,734 | (26.6%) | $391,769 |
| General Expenses | | | |
| Selling, advertising and administrative | $ 418.0 | 8.0% | $ 388.5 |
| Amortizaton of tools and depreciation of facilities | 155.1 | 13.3% | 136.9 |
| Pension | 62.1 | 9.3% | 56.8 |
| Interest | 84.4 | (7.2%) | 90.9 |
| Other Income | 24.0 | 89.0% | 12.7 |

# DEALERS

The number of dealerships handling domestic-make passenger cars continued to tumble in 1986.

The annual *Automotive News* census found 20,405 domestic-car outlets on Jan. 1, 1987, down 268 from 20,673 doing business a year earlier.

The loss was higher than in 1985, when 229 dealerships faded away.

Those declines followed two "up" years for the industry. The dealer total climbed slightly in 1983 and 1984, but they were the only advances in the last 30 years.

Chrysler Motors was the most upbeat performer in 1986, as it increased its dealer total for the fourth consecutive year. The company posted a gain of 20 outlets last year. Volkswagen also was on the plus side with a gain of one.

Elsewhere, there were declines of 150 car dealerships for General Motors, 57 for Ford Motor Co. and 72 for American Motors/Renault. The combined loss of 258 grew to 268 because of a change in the number of intercorporate duals.

The number of import-make franchises and import-car retail outlets continued to increase last year, according to the census.

Continued proliferation of imported-car nameplates in the U.S. market and some internal marketing shifts at Chrysler Motors helped increase the number of imported-car franchises to a record total of 24,065 on Jan. 1, 1987, up 18.9 percent from 20,235 one year earlier.

Although Sterling, Acura and Hyundai franchises were added during 1986, the bulk of the increase came at the start of the 1987 model year when Chrysler Motors designated all Mitsubishi-built Conquest models as Chryslers, instead of Plymouths, in effect creating a new franchise, although the company's outlet count was unaffected.

The total number of dealerships selling imported cars in the United States reached 16,969 on Jan. 1, 1987 — a 3.5-percent increase from 16,392 on Jan. 1, 1986.

The franchise total and outlet total differ because of dualing — two or more franchises often are combined in a single outlet.

The latest figure was the largest number of imported-car retail outlets in the United States since Volkswagen and Renault were reclassified as domestic makes in the early 1980s. ■

## U.S.-CAR RETAIL OUTLETS

### 1947 to 1987

| Date | No. of Retail Outlets | Pct. Gain or Loss from Previous Year |
|---|---|---|
| Jan. 1, 1947 | 45,580 | |
| Jan. 1, 1948 | 46,092 | +1.12 |
| Jan. 1, 1949 | 49,173 | +6.66 |
| Jan. 1, 1950 | 46,821 | −4.78 |
| Jan. 1, 1951 | 47,543 | +1.54 |
| Jan. 1, 1952 | 46,014 | −3.22 |
| Jan. 1, 1953 | 45,191 | −1.79 |
| Jan. 1, 1954 | 41,910 | −7.26 |
| Jan. 1, 1955 | 40,374 | −3.66 |
| Jan. 1, 1956 | 41,018 | +1.60 |
| Jan. 1, 1957 | 37,982 | −7.40 |
| Jan. 1, 1958 | 37,188 | −2.09 |
| Jan. 1, 1959 | 35,077 | −5.68 |
| Jan. 1, 1960 | 33,658 | −4.05 |
| Jan. 1, 1961 | 32,482 | −3.49 |
| Jan. 1, 1962 | 31,331 | −3.54 |
| Jan. 1, 1963 | 30,853 | −1.53 |
| Jan. 1, 1964 | 30,827 | −0.08 |
| Jan. 1, 1965 | 30,691 | −0.44 |
| Jan. 1, 1966 | 30,278 | −1.35 |
| Jan. 1, 1967 | 28,422 | −6.14 |
| Jan. 1, 1968 | 27,784 | −2.24 |
| Jan. 1, 1969 | 27,486 | −1.07 |
| Jan. 1, 1970 | 27,071 | −1.51 |
| Jan. 1, 1971 | 26,126 | −3.49 |
| Jan. 1, 1972 | 25,621 | −1.93 |
| Jan. 1, 1973 | 25,441 | −0.70 |
| Jan. 1, 1974 | 25,349 | −0.36 |
| Jan. 1, 1975 | 24,980 | −1.46 |
| Jan. 1, 1976 | 24,453 | −2.11 |
| Jan. 1, 1977 | 24,208 | −0.76 |
| Jan. 1, 1978 | 24,147 | −0.50 |
| Jan. 1, 1979 | 24,051 | −0.40 |
| Jan. 1, 1980 | 23,379 | −2.79 |
| Jan. 1, 1981 | 21,772 | −6.87 |
| Jan. 1, 1982* | 21,680 | −0.41 |
| Jan. 1, 1983** | 20,799 | −4.06 |
| Jan. 1, 1984 | 20,841 | +0.20 |
| Jan. 1, 1985 | 20,902 | +0.29 |
| Jan. 1, 1986 | 20,673 | −1.10 |
| Jan. 1, 1987 | 20,405 | −1.30 |

*Jan. 1, 1982 and subsequent totals include Volkswagen.
**Jan. 1, 1983 and subsequent totals include Renault.

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## IMPORTED-CAR RETAIL OUTLETS IN U.S.

| | Jan. 1, 1987 | | Jan. 1,* 1987 | |
|---|---|---|---|---|
| Imported cars only: | | | | |
| Exclusives | 3,497 | | 2,974 | |
| Duals | 1,254 | | 1,176 | |
| | | 4,751 | | 4,150 |
| Import-domestic duals: | | | | |
| Domestics with captive imports | 9,767 | | 9,836 | |
| Domestics with other imports | 2,451 | | 2,406 | |
| | | 12,218 | | 12,242 |
| Total imported-car dealers | | 16,969 | | 16,392 |

NOTES: Renault and Volkswagen are counted as domestics. Captive imports are Chevrolet Sprint and Spectrum; Chrysler Conquest, Dodge Colt and Vista; Plymouth Colt Vista; Merkur.
*—Revised.

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## RETAIL OUTLETS, U.S. MAKES OF PASSENGER CARS

### 1987 vs. 1986

| | Jan. 1, 1987 | | | | Jan. 1, 1986 | | | |
|---|---|---|---|---|---|---|---|---|
| | Exclusives (Within Corp.) | Multiples (Within Corp.) | Total Franchises | Net Dealers | Exclusives (Within Corp.) | Multiples (Within Corp.) | Total Franchises | Net Dealers |
| AMERICAN MOTORS/RENAULT | 131 | 2,436 | 2,567 | 1,349 | 156 | 2,530 | 2,686 | 1,421 |
| AMC | 91 | 1,218 | 1,309 | | 103 | 1,265 | 1,368 | |
| Renault | 40 | 1,218 | 1,2[illegible] | | 53 | 1,265 | 1,318 | |
| CHRYSLER CORP. | 959 | 8,098 | 9,057 | 4,023 | 954 | 8,031 | 8,985 | 4,003 |
| Chrysler | 0 | 3,064 | 3,064 | | 0 | 3,049 | 3,049 | |
| Dodge | 950 | 2,010 | 2,960 | | 945 | 1,982 | 2,927 | |
| Plymouth | 9 | 3,024 | 3,033 | | 9 | 3,000 | 3,009 | |
| FORD MOTOR CO. | 2,719 | 6,265 | 8,984 | 5,460 | 2,780 | 6,247 | 9,027 | 5,517 |
| Ford | 2,708 | 1,908 | 4,616 | | 2,769 | 1,913 | 4,682 | |
| Lincoln | 0 | 1,617 | 1,617 | | 0 | 1,598 | 1,598 | |
| Mercury | 11 | 2,740 | 2,751 | | 11 | 2,736 | 2,747 | |
| GENERAL MOTORS | 4,970 | 10,720 | 15,690 | 9,680 | 5,080 | 10,715 | 15,795 | 9,830 |
| Buick | 700 | 2,250 | 2,950 | | 710 | 2,250 | 2,960 | |
| Cadillac | 250 | 1,365 | 1,615 | | 255 | 1,360 | 1,615 | |
| Chevrolet | 2,865 | 2,110 | 4,975 | | 2,940 | 2,110 | 5,050 | |
| Oldsmobile | 625 | 2,550 | 3,175 | | 625 | 2,565 | 3,190 | |
| Pontiac | 530 | 2,445 | 2,975 | | 550 | 2,430 | 2,980 | |
| VOLKSWAGEN | 878 | 0 | 878 | 878 | 877 | 0 | 877 | 877 |
| TOTALS | 9,657 | 27,519 | 37,176 | 21,390 | 9,847 | 27,523 | 37,370 | 21,648 |
| Minus Intercorporate duals | | | | 985 | | | | 975 |
| NET DEALERS | | | | 20,405 | | | | 20,673 |

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## IMPORT FRANCHISES IN THE U.S.

| | Jan. 1, 1987 | Jan. 1, 1986 |
|---|---|---|
| JAPAN | 19,326 | 15,962 |
| Chevrolet captives | 5,000 | 5,050 |
| Chrysler captives | 3,064 | — |
| Plymouth captives | 3,033 | 3,009 |
| Dodge captives | 2,960 | 2,927 |
| Nissan | 1,109 | 1,101 |
| Toyota | 1,087 | 1,079 |
| Honda | 900 | 879 |
| Subaru | 801 | 819 |
| Mazda | 771 | 767 |
| Isuzu | 338 | 242 |
| Acura | 150 | — |
| Mitsubishi | 113 | 89 |
| WEST GERMANY | 2,323 | 2,372 |
| Merkur | 744 | 783 |
| BMW | 423 | 433 |
| Mercedes-Benz | 422 | 421 |
| Audi | 412 | 408 |
| Porsche | 322 | 327 |
| SWEDEN | 773 | 752 |
| Volvo | 414 | 407 |
| Saab | 359 | 345 |
| ITALY | 432 | 365 |
| Alfa Romeo | 158 | 144 |
| Bertone | 150 | 125 |
| Maserati | 73 | 44 |
| Ferrari | 42 | 42 |
| Lamborghini | 9 | 10 |
| FRANCE | 272 | 286 |
| Peugeot | 272 | 286 |
| UNITED KINGDOM | 503 | 327 |
| Jaguar | 160 | 167 |
| Sterling | 153 | — |
| Lotus | 65 | 47 |
| Rolls-Royce/Bentley | 59 | 59 |
| TVR | 50 | 41 |
| Aston Martin | 16 | 13 |
| YUGOSLAVIA | 260 | 156 |
| Yugo | 260 | 156 |
| KOREA | 161 | — |
| Hyundai | 161 | — |
| MISCELLANEOUS | 15 | 15 |
| TOTAL | 24,065 | 20,235 |

## U.S. NEW-CAR OUTLETS

### Domestic and Import

| | No. of Retail Outlets | Pct. Gain or Loss from Previous Year |
|---|---|---|
| Jan. 1, 1958 | 39,108 | −0.1% |
| Jan. 1, 1959 | 37,558 | −4.0% |
| Jan. 1, 1960 | 36,336 | −3.3% |
| Jan. 1, 1961 | 34,803 | −4.2% |
| Jan. 1, 1962 | 33,461 | −3.9% |
| Jan. 1, 1963 | 33,308 | −0.4% |
| Jan. 1, 1964 | 33,291 | −0.1% |
| Jan. 1, 1965 | 33,360 | +0.2% |
| Jan. 1, 1966 | 33,114 | −0.7% |
| Jan. 1, 1967 | 31,584 | −4.6% |
| Jan. 1, 1968 | 31,101 | −1.5% |
| Jan. 1, 1969 | 31,076 | −0.1% |
| Jan. 1, 1970 | 30,842 | −0.8% |
| Jan. 1, 1971 | 30,314 | −1.8% |
| Jan. 1, 1972 | 30,150 | −0.5% |
| Jan. 1, 1973 | 30,094 | −0.2% |
| Jan. 1, 1974 | 29,998 | −0.3% |
| Jan. 1, 1975 | 29,701 | −1.0% |
| Jan. 1, 1976 | 29,309 | −1.3% |
| Jan. 1, 1977 | 28,744 | −1.9% |
| Jan. 1, 1978 | 28,656 | −0.3% |
| Jan. 1, 1979 | 28,512 | −0.5% |
| Jan. 1, 1980 | 27,891 | −2.2% |
| Jan. 1, 1981 | 26,333 | −5.6% |
| Jan. 1, 1982 | 25,703 | −2.4% |
| Jan. 1, 1983 | 24,729 | −3.8% |
| Jan. 1, 1984 | 24,721 | −0.0% |
| Jan. 1, 1985 | 24,724 | +0.0% |
| Jan. 1, 1986 | 25,104 | +1.5% |
| Jan. 1, 1986 | 24,823* | +0.4% |
| Jan. 1, 1987 | 25,156 | +1.3% |

NOTE: *—Revised

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## CAR-TRUCK SALES PER OUTLET IN U.S.

| 1986 Position | Make | 1985 Position |
|---|---|---|
| 1—1431 | Hyundai | — — |
| 2— 947 | Toyota | 874— 2 |
| 3— 791 | Mitsubishi | 920— 1 |
| 4— 716 | Honda | 640— 4 |
| 5— 697 | Nissan | 751— 3 |
| 6— 589 | Suzuki | 53— 0 |
| 7— 585 | Ford | 565— 6 |
| 8— 556 | Chevrolet | 586— 5 |
| 9— 494 | Mazda | 429— 7 |
| 10— 352 | Acura | — — |
| 11— 334 | Oldsmobile | 334— 8 |
| 12— 316 | Dodge | 297— 9 |
| 13— 283 | Pontiac | 265—11 |
| 14— 276 | Volvo | 257—12 |
| 15— 260 | Buick | 285—10 |
| 16— 247 | Volkswagen | 246—13 |
| 17— 236 | Isuzu | 199—17 |
| 17— 236 | Mercedes | 207—15 |
| 19— 226 | Subaru | 219—14 |
| 19— 226 | BMW | 204—16 |
| 21— 188 | Cadillac | 185—19 |
| 22— 179 | Mercury | 189—18 |
| 23— 173 | Yugo | — — |
| 24— 157 | Plymouth | 146—21 |
| 25— 152 | AMC | 133—22 |
| 26— 150 | Jaguar | 120—25 |
| 27— 146 | Audi | 182—20 |
| 28— 137 | Saab | 115—26 |
| 29— 126 | GMC | 128—23 |
| 30— 116 | Chrysler | 124—24 |
| 31— 110 | Lincoln | 104—27 |
| 32— 94 | Porsche | 78—29 |
| 33— 54 | Alfa Romeo | 33—33 |
| 34— 51 | Puegeot | 53—30 |
| 35— 41 | Renault | 87—28 |
| 36— 34 | Dodge Imports | 43—32 |
| 37— 32 | Chevrolet Imports | 21—35 |
| 38— 21 | Plymouth Imports | 17—36 |
| 39— 20 | Maserati | 24—34 |
| 40— 19 | Merkur | 12—37 |
| 41— 1 | Chrysler Conquest | — — |

## TRUCK OUTLETS

### Retail Outlets

| | Jan. 1, 1987 | Jan. 1, 1986+ |
|---|---|---|
| Chevrolet | 4,975 | 5,000 |
| Dodge | 3,019 | 2,998 |
| Ford | 4,729 | 4,800 |
| Freightliner | 166 | 170 |
| GMC | 2,420 | 2,439 |
| Hino | 90 | 70 |
| International | 686 | 743 |
| Isuzu | 600 | 600 |
| IVECO | 175 | 199 |
| Jeep | 1,390 | 1,450 |
| Kenworth | 111 | 125 |
| Mack | 211 | 266 |
| Mercedes-Benz | 150 | 165 |
| Mitsubishi Fuso | 51 | 10 |
| Nissan Diesel | 190 | 100 |
| Peterbilt | 107 | 116 |
| Plymouth** | 3,033 | 3,009 |
| Scania | 16 | 10 |
| Volvo | 109 | 125 |
| White*** | 200 | 169 |
| TOTALS | 22,428 | 22,564 |
| Adjustments for multiple franchising | 2,691 | 2,707 |
| NET TOTALS | 19,737 | 19,857 |

NOTES: —Retail outlets include dealerships, distributorships and factory-owned outlets.
**—Plymouth trucks are compact Voyager vans.
***—White includes Autocar.
+—Revised.

The number of new-truck dealer outlets in the U.S. fell by 120 during 1986, bringing the Jan. 1, 1987 truck dealer population to 19,737.

Seven makers increased their dealer totals; 12 showed declines; one was unchanged.

Figures were obtained from manufacturers and from the American Truck Dealers Division of the National Automobile Dealers Assn.

## IMPORT OUTLETS

### 1957 to 1987

| | |
|---|---|
| Jan. 1, 1957 | 2,930 |
| Jan. 1, 1958 | 11,409 |
| Jan. 1, 1959 | 14,031 |
| Jan. 1, 1960 | 14,674 |
| Jan. 1, 1961 | 13,135 |
| Jan. 1, 1962 | 11,894 |
| Jan. 1, 1963 | 7,138 |
| Jan. 1, 1964 | 5,249 |
| Jan. 1, 1965 | 5,856 |
| Jan. 1, 1966 | 6,013 |
| Jan. 1, 1967 | 6,588 |
| Jan. 1, 1968 | 7,156 |
| Jan. 1, 1969 | 7,869 |
| Jan. 1, 1970 | 8,311 |
| Jan. 1, 1971 | 9,860 |
| Jan. 1, 1972 | 12,375 |
| Jan. 1, 1973 | 13,332 |
| Jan. 1, 1974 | 11,246 |
| Jan. 1, 1975 | 11,489 |
| Jan. 1, 1976 | 10,414 |
| Jan. 1, 1977 | 11,387 |
| Jan. 1, 1978 | 17,374 |
| Jan. 1, 1978 | 17,700* |
| Jan. 1, 1979 | 17,114 |
| Jan. 1, 1980 | 16,919 |
| Jan. 1, 1981 | 16,681 |
| Jan. 1, 1982 | 11,270** |
| Jan. 1, 1983 | 10,011*** |
| Jan. 1, 1984 | 10,096 |
| Jan. 1, 1985 | 12,427 |
| Jan. 1, 1986 | 16,392 |
| Jan. 1, 1987 | 16,969 |

*—Alltime high.
**—VW counted as domestic in 1982 and subsequent years.
***—Renault counted as domestic in 1983 and subsequent years.

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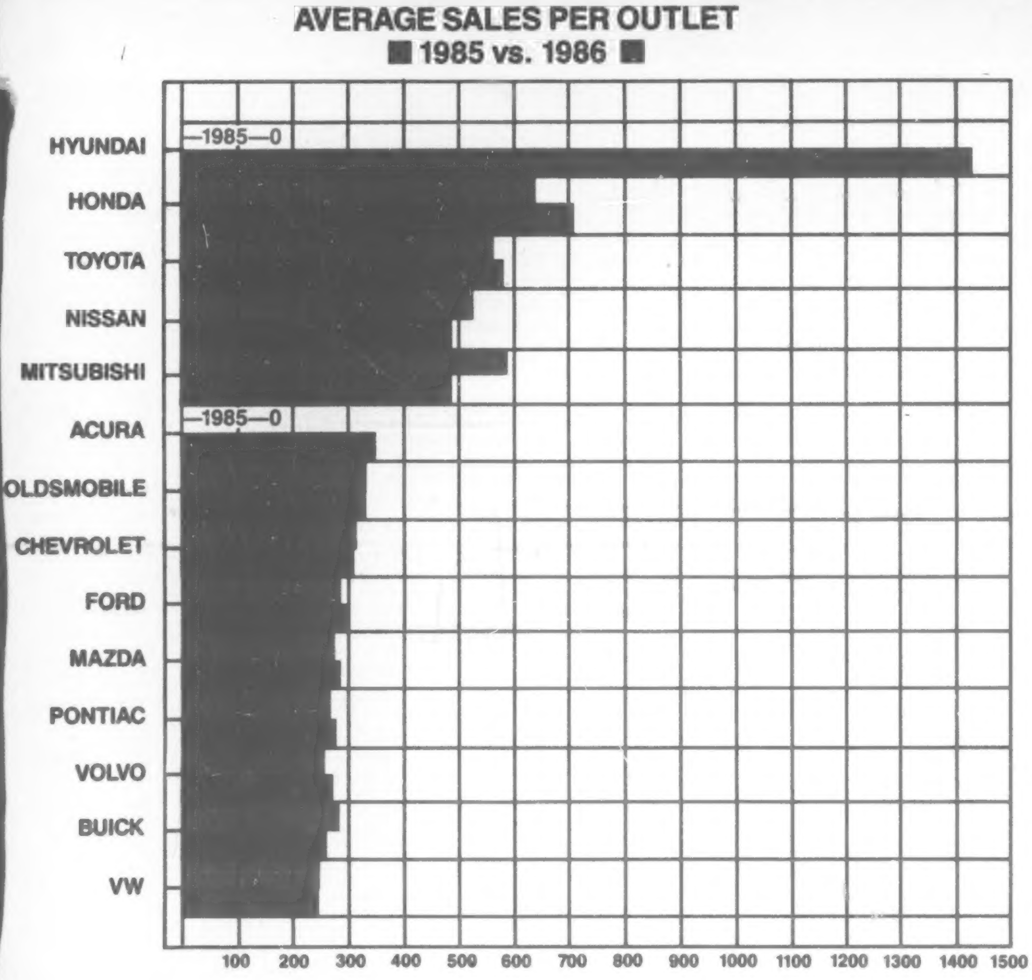
# DEALERS

## AVERAGE SALES PER OUTLET



## U.S. NAMEPLATES, SALES PER OUTLET

### Subcompact

| 1986 Position | Make | 1985 Position |
|---|---|---|
| 1— 87 | Escort | 90— 1 |
| 2— 84 | Volkswagen | 88— 2 |
| 3— 48 | Nissan | — — |
| 4— 38 | Alliance | 53— 3 |
| 5— 37 | Horizon | 28— 7 |
| 6— 34 | Nova | 24— 9 |
| 7— 33 | Omni | 24— 9 |
| 8— 26 | Civic | — — |
| 9— 24 | Lynx | 31— 4 |
| 10— 23 | Fiero | 31— 4 |
| 11— 17 | Charger | 20— 10 |
| 12— 16 | Turismo | 17— 11 |
| 13— 15 | Chevette | 26— 8 |
| 14— 13 | Daytona | 17— 11 |
| 14— 13 | Encore | 29— 6 |
| 16— 10 | Laser | 17— 11 |
| 17— 7 | Shadow | — — |
| 18— 6 | Sundance | — — |
| 19— 4 | Pontiac 1000 | 14— 11 |

### Compact

| 1986 Position | Make | 1985 Position |
|---|---|---|
| 1—239 | Accord | — — |
| 2— 71 | Cavalier | 85— 1 |
| 3— 57 | Tempo | 59— 2 |
| 4— 43 | Reliant | 49— 3 |
| 5— 37 | Aries | 40— 4 |
| 6— 36 | Mustang | 34— 7 |
| 7— 35 | Sunbird | 39— 5 |
| 8— 33 | Camaro | 39— 5 |
| 9— 32 | Firebird | 34— 7 |
| 10— 31 | LeBaron K | 29— 9 |
| 11— 25 | Skyhawk | 29— 9 |
| 11— 25 | Topaz | 27— 11 |
| 13— 15 | Cimarron | 13— 13 |
| 14— 11 | Firenza | 16— 12 |
| 15— 7 | Toyota | — — |
| 16— 5 | Capri | 6— 15 |
| 17— 3 | Eagle | 9— 14 |

### Intermediate

| 1986 Position | Make | 1985 Position |
|---|---|---|
| 1—104 | Ciera | 105— 1 |
| 2— 82 | Celebrity | 72— 3 |
| 2— 82 | Century | 79— 2 |
| 4— 69 | Grand Am | 41— 7 |
| 5— 67 | Pontiac 6000 | 55— 5 |
| 6— 60 | Cutlass Supreme | 68— 4 |
| 7— 57 | Taurus | 1— 24 |
| 8— 42 | Cougar | 43— 6 |
| 9— 38 | Somerset Regal | 32— 12 |
| 10— 36 | Sable | 1— 24 |
| 10— 36 | Calais | 39— 8 |
| 12— 30 | Thunderbird | 33— 11 |
| 13— 27 | Regal | 38— 9 |
| 14— 22 | LeBaron GTS | 24— 14 |
| 14— 22 | Monte Carlo | 15— 22 |
| 16— 21 | Dodge 600 | 19— 17 |
| 17— 19 | New Yorker | 19— 17 |
| 18— 14 | Lancer | 17— 20 |
| 18— 14 | Bonneville | 17— 20 |
| 20— 13 | Caravelle | 12— 22 |
| 21— 12 | Grand Prix | 20— 16 |
| 22— 5 | LTD | 38— 9 |
| 23— 4 | Marquis | 32— 12 |
| 24— 3 | Corsica/Beretta | — — |
| 25— 1 | Skylark | 19— 17 |
| 26— 1 | Citation | 9— 23 |

### Standard

| 1986 Position | Make | 1985 Position |
|---|---|---|
| 1— 82 | Olds 88 | 59— 1 |
| 2— 45 | LeSabre | 39— 4 |
| 2— 45 | Grand Marquis | 49— 2 |
| 2— 45 | Chevrolot | 49— 2 |
| 5— 29 | Crown Victoria | 35— 5 |
| 6— 25 | 87'Parisienne | 23— 6 |
| 7— 12 | Diplomat | 12— 7 |
| 8— 6 | Gran Fury | 6— 8 |

### Luxury

| 1986 Position | Make | 1985 Position |
|---|---|---|
| 1—146 | Cadillac | 116— 1 |
| 2— 83 | Lincoln | 74— 2 |
| 3— 37 | Electra | 33— 6 |
| 4— 35 | Fifth Avenue | 36— 4 |
| 5— 34 | Olds 98 | 38— 3 |
| 6— 15 | Mark VII | 12—10 |
| 7— 15 | Eldorado | 36— 4 |
| 8— 13 | Continental | 18— 7 |
| 8— 13 | Seville | 18— 7 |
| 10— 8 | Riviera | 16— 9 |
| 11— 7 | Corvette | 7—12 |
| 12— 5 | Toronado | 10—11 |

## CAR SALES PER OUTLET BY MAKE, TOTAL U.S. MARKET

| | 1986 | 1985 | 1984 | 1983 | 1982 | 1981 | 1980 | 1979 | 1978 | 1977 |
|---|---|---|---|---|---|---|---|---|---|---|
| Hyundai | 1,431 | .... | .... | .... | .... | .... | .... | .... | .... | .... |
| Honda† | 716 | 640 | 610 | 494 | 455 | 470 | 496 | 488 | 398 | 339 |
| Toyota† | 592 | 572 | 515 | 511 | 484 | 526 | 541 | 485 | 423 | 479 |
| Nissan† | 495 | 520 | 439 | 479 | 428 | 421 | 475 | 445 | 323 | 384 |
| Mitsubishi | 489 | 598 | 477 | 435 | 59 | .... | .... | .... | .... | .... |
| Acura | 352 | .... | .... | .... | .... | .... | .... | .... | .... | .... |
| Oldsmobile | 334 | 334 | 331 | 320 | 254 | 263 | 251 | 286 | 302 | 294 |
| Chevrolet | 311 | 331 | 304 | 261 | 238 | 259 | 303 | 364 | 394 | 381 |
| Ford | 301 | 295 | 276 | 230 | 197 | 197 | 204 | 269 | 326 | 335 |
| Mazda | 290 | 277 | 223 | 228 | 213 | 218 | 213 | 213 | 114 | 95 |
| Pontiac | 283 | 265 | 235 | 187 | 162 | 179 | 195 | 241 | 277 | 249 |
| Volvo | 276 | 257 | 246 | 220 | 185 | 159 | 140 | 136 | 120 | 103 |
| Buick | 280 | 285 | 318 | 288 | 247 | 244 | 239 | 234 | 256 | 245 |
| Volkswagen† | 247 | 246 | 197 | 177 | 164 | 241 | [illegible] | 274 | 213 | 252 |
| Mercedes-Benz | 236 | 207 | 190 | 177 | 161 | 154 | 132 | 130 | 115 | 119 |
| Subaru | 226 | 219 | 196 | 198 | 195 | 201 | 191 | 175 | 145 | 118 |
| BMW | 226 | 204 | 170 | 145 | 132 | 112 | 103 | 98 | 92 | 93 |
| Cadillac | 188 | 185 | 200 | 189 | 157 | 144 | 133 | 193 | 215 | 207 |
| Mercury | 179 | 189 | 195 | 195 | 125 | 127 | 117 | 172 | 195 | 172 |
| Yugo | 173 | .... | .... | .... | .... | .... | .... | .... | .... | .... |
| Dodge | 155 | 149 | 131 | 120 | 105 | 126 | 108 | 133 | 158 | 162 |
| Jaguar | 150 | 120 | 98 | 81 | 49 | 20 | 11 | 14 | 17 | 15 |
| Audi | 146 | 182 | 172 | 115 | 108 | 118 | 97 | 98 | 95 | 85 |
| Saab | 137 | 115 | 102 | 81 | 60 | 47 | 44 | 46 | 48 | 42 |
| Isuzu | 134 | 118 | 80 | 98 | 77 | 98 | .... | .... | .... | .... |
| Plymouth | 120 | 110 | 99 | 99 | 98 | 129 | 97 | 110 | 133 | 143 |
| Chrysler | 116 | 124 | 110 | 94 | 66 | 35 | 50 | 76 | 89 | 96 |
| Lincoln | 110 | 104 | 97 | 67 | 64 | 43 | 45 | 80 | 115 | 112 |
| Porsche | 94 | 78 | 61 | 66 | 44 | 35 | 32 | 43 | 54 | 65 |
| Alfa Romeo | 54 | 31 | 27 | 17 | 16 | 19 | 18 | 35 | 39 | 29 |
| Peugeot | 51 | 53 | 64 | 47 | 43 | 51 | 42 | 42 | 32 | 35 |
| Renault†† | 51 | 87 | 135 | 135 | 51 | 22 | 24 | 44 | 47 | 46 |
| Chevy Sprint/Spectrum | 32 | 21 | 29 | .... | .... | .... | .... | .... | .... | .... |
| Dodge/Mitsubishi | 23 | 19 | 17 | 15 | 16 | 19 | 24 | 27 | 21 | 37 |
| Plymouth Mitsubishi | 21 | 17 | 12 | 13 | 15 | 19 | 27 | 22 | 15 | .... |
| Maserati | 20 | 24 | .... | .... | .... | .... | .... | .... | .... | .... |
| Merkur | 19 | 12 | .... | .... | .... | .... | .... | .... | .... | .... |
| AMC | 6 | 9 | 14 | 23 | 53 | 85 | 88 | 97 | 105 | 112 |
| Chrysler Conquest | 1 | .. | .... | .... | .... | .... | .... | .... | .... | .... |

† Domestic plus imports.
†† Renault joined domestics in 1982. Average includes imported models and U.S.-built Alliance and Encore.

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## TRUCK REGISTRATIONS PER OUTLET

| | 1986 | 1985 | 1984 | 1983 | 1982 | 1981 | 1980 |
|---|---|---|---|---|---|---|---|
| Ford | 285 | 260 | 240 | 197 | 156 | 142 | 152 |
| Chevrolet | 250 | 251 | 213 | 176 | 146 | 120 | 129 |
| Dodge | 155 | 166 | 143 | 89 | 83 | 64 | 89 |
| GMC | 141 | 143 | 122 | 101 | 96 | 63 | 70 |
| Jeep | 141 | 126 | 99 | 50 | 40 | 34 | 45 |
| Freightliner | 105 | 110 | 92 | 59 | 41 | 50 | 75 |
| Mack | 103 | 111 | 105 | 62 | 66 | 81 | 88 |
| International | 100 | 99 | 85 | 57 | 49 | 52 | 56 |
| Kenworth | 99 | 96 | 101 | 64 | 61 | 80 | 93 |
| Peterbilt | 95 | 106 | 113 | 69 | 66 | 75 | 58 |
| White | 47 | 50 | 41 | 19 | 23 | 24 | 33 |
| Plymouth* | 35 | 35 | 27 | 4 | 4 | 6 | 12 |
| Mercedes-Benz | 25 | 28 | 13 | 15 | 17 | 21 | — |
| Volvo | 22 | 21 | 16 | 12 | 7 | 14 | 8 |

NOTES: *—Plymouth trucks for 1985 are compact Voyager vans; prior to 1984, they were four-wheel-drive Trail Duster, Arrow and Scamp pickup trucks and full-size Voyager vans.
White totals for 1985 include Autocar; prior to 1984, Western Star was included.

## SALES PER OUTLET BY COMPANY

### Domestic new-car sales per U.S. dealership

| | American Motors | Chrysler Corp. | Ford Motor | General Motors | Studebaker | VW of America | All U.S. Industry* |
|---|---|---|---|---|---|---|---|
| 1956 | 47 | 104 | 189 | 183 | 44 | — | 148 |
| 1957 | 56 | 130 | 194 | 169 | 30 | — | 154 |
| 1958 | 75 | 83 | 133 | 141 | 21 | — | 118 |
| 1959 | 127 | 97 | 199 | 169 | 53 | — | 158 |
| 1960 | 142 | 141 | 214 | 197 | 44 | — | 184 |
| 1961 | 125 | 104 | 208 | 193 | 34 | — | 172 |
| 1962 | 139 | 119 | 232 | 261 | 37 | — | 212 |
| 1963 | 139 | 163 | 243 | 283 | 33 | — | 233 |
| 1964 | 125 | 186 | 276 | 294 | 15 | — | 246 |
| 1965 | 115 | 213 | 318 | 351 | 8 | — | 299 |
| 1966 | 194 | 214 | 321 | 331 | — | — | 290 |
| 1967 | 100 | 212 | 258 | 321 | — | — | 270 |
| 1968 | 112 | 244 | 318 | 345 | — | — | 304 |
| 1969 | 104 | 233 | 332 | 351 | — | — | 307 |
| 1970 | 109 | 230 | 328 | 268 | — | — | 269 |
| 1971 | 114 | 240 | 343 | 361 | — | — | 320 |
| 1972 | 141 | 249 | 360 | 361 | — | — | 329 |
| 1973 | 205 | 284 | 399 | 421 | — | — | 380 |
| 1974 | 176 | 229 | 330 | 310 | — | — | 296 |
| 1975 | 177 | 201 | 298 | 318 | — | — | 286 |
| 1976 | 140 | 271 | 340 | 409 | — | — | 353 |
| 1977 | 112 | 254 | 384 | 442 | — | — | 374 |
| 1978 | 105 | 239 | 389 | 464 | — | — | 377 |
| 1979 | 97 | 202 | 322 | 426 | — | — | 333 |
| 1980 | 88 | 163 | 237 | 367 | — | — | 280 |
| 1981 | 85 | 193 | 236 | 349 | — | 241 | 280 |
| 1982 | 96 | 189 | 243 | 338 | — | 164 | 277 |
| 1983 | 125 | 226 | 289 | 402 | — | 177 | 330 |
| 1984 | 135 | 250 | 358 | 458 | — | 197 | 380 |
| 1985 | 91 | 285 | 374 | 465 | — | 246 | 393 |
| 1986 | 52 | 292 | 365 | 464 | — | 247 | 399 |

*Average for all U.S. industry includes Studebaker for 1956-1964. 1973-1985 figures based on retail sales. Prior years based on R.L. Polk registrations.

# Past NADA presidents

1987 — James T. Caplinger
Chevrolet, Chrysler
England, Ark.

1986 — James B. Woulfe
Ford, Chrysler
Dublin, Calif.

1985 — William J. Symes
Cadillac
Pasadena, Calif.

1984 — James P. Jennings,
Chevrolet
Glenview, Ill.

1983 — William C. Turnbull
GMC, International Harvester
Huntington, W. Va.

1982 — George W. Lyles
Chevrolet, Rolls-Royce
High Point, N.C.

1981 — Wendel H. Miller
Dodge, Honda, Lincoln-Mercury
Binghampton, N.Y.

1980 — George S. Irvin
Chevrolet, Subaru, BMW,
Mercedes-Benz
Denver, Colo.

1979 — William C. Doenges
Ford, Toyota
Bartlesville, Okla.

1978 — Robert P. Mallon
Ford
Tacoma, Wash.

1977 — Reed T. Draper
Chevrolet
Saginaw, Mich.

1976 — John J. Pohanka
Oldsmobile, Fiat, Honda
Marlow Heights, Md.

1975 — William E. Hancock Jr.
Buick-Opel
Columbia, S.C.

1974 — Hugh R. Gibson
Ford
Cleveland, Ohio

1973 — John S. Hinckley
Dodge
Ogden, Utah

1972 — Charles J. Whittey
Chrysler-Plymouth
Bismarck, N.D.

1971 — Warren J. McEleney
Chevrolet, Oldsmobile, Cadillac
Clinton, Iowa

1970 — Sam H. White
Oldsmobile
Houston, Texas

1969 — Lyman W. Slack
Chevrolet
Portland, Ore.

1968 — T.A. Williams Sr.
Chevrolet
Greensboro, N.C.

1967 — William E. Voyce Jr.
Ford
Baltimore, Md.

1966 — S.E. Kossman
Buick, Cadillac, Pontiac, GMC,
Rambler, Jeep
Cleveland, Miss.

1965 — Peter Val Preda
Oldsmobile, Cadillac
Burlington, Vt.

1964 — C. Ed Flandro
Ford, Lincoln-Mercury
Pocatello, Idaho

1963 — John H. Lander
Rambler
Atlanta, Ga.

1962 — Thomas F. Abbott Jr.
Pontiac, Rambler
Fort Worth, Texas

1961 — Walter B. Cooper
Chevrolet
Fort Collins, Colo.

1960 — Birkett Williams
Ford
Cleveland Ohio

1959 — H.L. Galles
Chevrolet, Cadillac, Oldsmobile
Albuquerque, N.M.

1958 — Dean Chaffin
Chevrolet, Buick
Bozeman, Mont.

1957 — Frederick M. Sutter
Dodge, Plymouth
Columbus, Ind.

1956 — Carl E. Fribley
Pontiac, Cadillac, GMC
Norwich, N.Y.

1955 — Frank H. Yarnall
Chevrolet
Chicago

1954 — Charles C. Freed
DeSoto, Plymouth
Salt Lake City

1953 — Robert S. Armacost
Studebaker
Kansas City

1952 — J. Saxton Lloyd
Buick, Cadillac
Daytona Beach, Fla.

1951 — R.D. McKay
Chrysler-Plymouth
Wichita, Kan.

1950 — Fred L. Haller
Hudson
Washington

1949 — George F. Ziesmer
Ford
Mankato, Minn.

1948 — Ben T. Wright
Lincoln-Mercury
Chicago

1947 — M.O. Anderson
Buick
Seattle

1945-'46 — W.L. Mallon
Pontiac
Newark, N.J.

1944 — D.G. Kelly
Dodge, Plymouth
Grand Forks, N.D.

1942-'43 — D.E. Castles
Buick
St. Louis

1942 — Harry Sommers
Chrysler-Plymouth
Atlanta

1941 — L. Clare Cargile
Chevrolet
Texarkana, Ark.

1939-'40 — Stanley H. Horner
Buick
Washington

1938 — J.W. Roby
Shreveport, La.

1936-'37 — E.M. Lied
Omaha

1933-'35 — F.W.A. Vesper
St. Louis

1932 — Floris Nagelvoort
Seattle

1931 — F.J. Edwards
Milwaukee

1930 — J.R. Histed
Beverly Hills, Calif.

1929 — W.E. Griffith
San Francisco

1928 — C.C. Coddington
Charlotte, N.C.

1927 — W.L. Hughson
San Francisco

1926 — C.B. Warren
New York

1925 — Charles F. Gambill
San Marino, Calif.

1924 — John L. Butler
Los Angeles

1923 — G.G.G. Peckham
Cleveland

1922 — Thomas J. Hay
Chicago

1922 — W.J. Brace
Kansas City

1921 — Jesse A. Smith
Milwaukee

1920 — H.B. Harper
Rosemont, Pa.

1918-'19 — F.W.A. Vesper
St. Louis

1917 — George W. Browne
Milwaukee ■

## FOURTH QUARTER FINANCE RATES BY FINANCE COMPANIES, COMMERCIAL BANKS

| | | Rates on New Autos | | Used Autos | |
|---|---|---|---|---|---|
| Year | Prime Rate | Commercial Banks | Finance Companies | | New Auto Sales* (Millions of Units) |
| 1978 | 10.9 | 11.3 | 13.2 | 17.9 | 11.19 |
| 1979 | 15.5 | 12.9 | 13.8 | 18.4 | 9.89 |
| 1980 | 16.1 | 14.3 | 15.3 | 19.4 | 8.92 |
| 1981 | 17.0 | 17.4 | 16.5 | 20.5 | 7.27 |
| 1982 | 12.0 | 16.0 | 12.8 | 20.7 | 8.45 |
| 1983 | 11.0 | 13.5 | 13.5 | 18.2 | 10.04 |
| 1984 | 11.8 | 13.9 | 15.2 | 18.3 | 10.35 |
| 1985 | 9.5 | 12.4 | 11.4 | 17.2 | 10.28 |
| 1986 | 7.5 | 10.6 | 11.8 | 15.2 | 11.48 |

*Seasonally adjusted annual rate. SOURCES: Board of Governors of the Federal Reserve System; MVMA.

## USED VEHICLE SALES BY FRANCHISED NEW CAR & TRUCK DEALERS IN U.S.

(In thousands)

| Year | Retail | Wholesale | Total |
|---|---|---|---|
| 1972 | 10,295 | 2,260 | 12,555 |
| 1973 | 9,942 | 2,333 | 12,275 |
| 1974 | 8,625 | 2,023 | 10,648 |
| 1975 | 9,137 | 2,144 | 11,281 |
| 1976 | 10,035 | 2,478 | 12,513 |
| 1977 | 10,097 | 2,847 | 12,944 |
| 1978 | 9,903 | 3,127 | 13,030 |
| 1979 | 8,804 | 2,810 | 11,614 |
| 1980 | 7,818 | 2,469 | 10,287 |
| 1981 | 8,178 | 2,582 | 10,760 |
| 1982 | 7,959 | 2,500 | 10,459 |
| 1983 | 8,508 | 2,687 | 11,195 |
| 1984 | 9,442 | 3,031 | 12,473 |
| 1985 | 9,602 | 3,118 | 12,720 |
| 1986 | 9,750 | 3,240 | 12,990 |

SOURCE: NADA Industry Analysis Department

## AVERAGE U.S. DEALERSHIP PROFILE (In dollars)

| | 1978 | 1979 | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | % Change 1985-'86 |
|---|---|---|---|---|---|---|---|---|---|---|
| Total Dealership Sales | 4,717,718 | 5,005,359 | 4,760,000 | 5,529,484 | 6,139,848 | 7,710,594 | 9,334,735 | 10,476,167 | 11,259,821 | 7.48 |
| Total Dealership Gross | 676,521 | 725,277 | 731,612 | 817,811 | 852,211 | 1,058,665 | 1,259,256 | 1,497,044 | 1,597,769 | 6.73 |
| As % of Total Sales | 14.34 | 14.49 | 15.37 | 14.79 | 13.88 | 13.73 | 13.49 | 14.29 | 14.19 | |
| Total Dealership Expense | 584,054 | 662,209 | 702,576 | 753,669 | 772,393 | 893,658 | 1,055,758 | 1,266,569 | 1,354,556 | 6.95 |
| As % of Total Sales | 12.38 | 13.23 | 14.76 | 13.63 | 12.58 | 11.59 | 11.31 | 12.09 | 12.03 | |
| Net Profit Before Taxes | 92,467 | 63,068 | 29,036 | 64,142 | 79,818 | 165,007 | 203,497 | 230,476 | 243,212 | 5.53 |
| As % of Total Sales | 1.96 | 1.26 | 0.61 | 1.16 | 1.30 | 2.14 | 2.18 | 2.20 | 2.16 | |
| (Net Pre-tax Profit in Constant '67 Dollars) | 47,312 | 29,005 | 11,765 | 23,550 | 27,607 | 55,293 | 65,412 | 71,532 | 74,060 | 3.53 |
| New Vehicle Department Sales | 3,024,057 | 3,178,403 | 2,932,160 | 3,378,515 | 3,769,867 | 4,888,517 | 6,104,917 | 7,071,413 | 7,577,859 | 7.16 |
| As % of Total Sales | 64.10 | 63.50 | 61.60 | 61.10 | 61.40 | 63.40 | 65.40 | 67.50 | 67.30 | |
| Used Vehicle Department Sales | 986,003 | 1,016,088 | 999,600 | 1,266,252 | 1,399,885 | 1,734,884 | 1,988,298 | 2,053,329 | 2,240,704 | 9.13 |
| As % of Total Sales | 20.90 | 20.30 | 21.00 | 22.90 | 22.80 | 22.50 | 21.30 | 19.60 | 19.90 | |
| Service and Parts Sales | 707,658 | 810,868 | 828,240 | 884,717 | 970,096 | 1,087,194 | 1,241,520 | 1,351,426 | 1,441,257 | 6.65 |
| As % of Total Sales | 15.20 | 16.20 | 17.40 | 16.00 | 15.80 | 14.10 | 13.30 | 12.90 | 12.80 | |
| New Vehicle Average Selling Price | 6,470 | 6,950 | 7,530 | 8,850 | 9,910 | 10,725 | 11,100 | 11,925 | 12,850 | 7.76 |
| Average Net Worth (As of 12/31) | 353,123 | 397,566 | 378,981 | 385,330 | 421,693 | 556,722 | 569,686 | 652,721 | 646,002 | (1.03) |
| Net Profit as % of Net Worth | 26.19 | 15.86 | 7.66 | 16.65 | 18.93 | 29.64 | 35.71 | 35.31 | 37.65 | |

SOURCE: NADA Industry Analysis Department

# ET CETERA

## MAJOR AUTOMAKERS' JOINT VENTURES, EQUITY STAKES WITH OTHER CAR COMPANIES, ASSEMBLY OPERATIONS

### UNITED STATES

**American Motors Corp.**
49% of Arab American Vehicles Ltd., Egypt. Jeep assembly.
31.4% of Beijing Automobile Works, China. 4wd vehicle assembly.
(Chrysler has signed a letter of intent to buy AMC.)

**Chrysler Corp.**
50% of Diamond-Star Motors Corp., Bloomington-Normal, Ill. Car assembly. With Mitsubishi.
24% of Mitsubishi Motors Corp., Japan.
15.6% of Maserati S.p.A., Italy. (Chrysler has option to acquire a total of 51% by 1995.)
(Chrysler has signed letter of intent to acquire American Motors Corp.)

**Ford Motor Co.**
70% of Ford Lio Ho Motor Co. Ltd., Taiwan.
25% of Mazda Motor Corp., Japan.
48% of Iveco-Ford Truck Ltd., Great Britain. With Iveco (Fiat).
10% of Kia Motors Corp., South Korea. (See Mazda.)
49% of Autolatina, Brazil. Car assembly. With Volkswagen (pending).
42% of South African Motor Corp., South Africa.
30% of AMIN Holdings, Malaysia. Vehicle assembly.
30% of Otomobile Sanayii Anomin Sirketi, Turkey. Car and truck manufacture.

**General Motors Corp.**
50% of Daewoo Motor Co. Ltd., South Korea.
38.6% of Isuzu Motors Ltd., Japan.
24% of Volvo GM Heavy Truck Corp., Greensboro, N.C. With Volvo. (GM has option to buy up to 35% by 1993.)
5.3% of Suzuki Motor Co. Ltd., Japan.
50% of New United Motor Mfg. Inc., Fremont, Calif. Car assembly. With Toyota.
49% of General Motors Kenya Ltd. Vehicle assembly.
49% of Constructora Venezolana de Vehiculos C.A., Venezuela. Vehicle assembly.
45.9% of Autos y Maquinas del Ecuador S.A., Ecuador. Vehicle assembly.
31% of General Motors Egypt S.A.E. Commercial vehicle assembly and manufacture.
22% of Omnibus BB Transportes S.A., Ecuador. Bus manufacture, vehicle assembly.
20% of Industries Mecaniques Maghrebines S.A., Tunisia. Vehicle assembly. (See Isuzu.)

### JAPAN

**Daihatsu Motor Co. Ltd.**
Has equity stake in Daihatsu Malaysia. Vehicle assembly.
Has equity stake in Daihatsu Indonesia. Vehicle assembly.
(Percentages not available)

**Fuji Heavy Industries Ltd. (Subaru)**
49% of Subaru-Isuzu Automotive Inc., Lafayatte, Ind. Car and truck assembly. With Isuzu.
35% of Ta Ching Motor Co., Taiwan. Small-car assembly.

**Honda Motor Co. Ltd.**
29% of Honda Cars Thailand. Car assembly.
25% of NZMC Ltd., New Zealand. Car assembly.
17% of Oriental Assemblers Sdn. Bhd., Malaysia. Car assembly.
13.5% of San Yang Industry Co. Ltd., Taiwan.
10% of Tata Engineering and Locomotive Co. Ltd., India. Car assembly.

**Isuzu Motors Ltd.**
51% of Subaru-Isuzu Automotive Inc., Lafayette, Ind. Car and truck assembly. With Fuji.
47.4% of Isuzu Motors Co. Ltd., Thailand. Vehicle manufacture.
25% of Automotive Manufacturers Sdn. Bhd., Malaysia. Vehicle manufacture.
20% of General Motors Egypt S.A.E. Commercial vehicle assembly and manufacture.
15% of Qingling Motors Co. Ltd., China. Vehicle manufacture.
15% of Anadolu Otomotiv Sanayii ve Ticaret A.S., Turkey. Vehicle manufacture.
10% of Industries Mecaniques Maghrebines, Tunisia. Vehicle assembly. (See General Motors.)

**Mazda Motor Corp.**
50.6% of Kijkamol Sukosol Co. Ltd., Thailand. Vehicle assembly.
50% of Mazda Motors of New Zealand Ltd. Car and commercial vehicle assembly.
31.8% of Asia Automobile Industries Sdn. Bhd., Malaysia. Vehicle assembly.
15.6% of Swaraj Mazda Ltd., India. Commercial vehicle assembly.
15% of Compania Colombiana Automotriz S.A., Colombia. Car and commercial vehicle assembly.
8% of Kia Motors Corp., South Korea. (See Ford.)

**Mitsubishi Motors Corp.**
30% of Perusahaan Otomobil Nasional Sdn. Bhd. (PROTON), Malaysia.
15% of Hyundai Motor Corp., South Korea. (7.5% each held by MMC and its parent, Mitsubishi Heavy Industries.)
50% of Diamond-Star Motors Corp., Bloomington-Normal, Ill. Car assembly. With Chrysler.
50% of Canlubang Automotive Resources Corp., Philippines. Car, truck, bus assembly.
49.8% of Mitsubishi Motors Australia Ltd. Car and truck manufacture.
49.8% of UNIVEX, Comercio e Industria de Automoveis E Camides, S.A.R.L., Portugal. Vehicle assembly.
46.7% of United Development Motor Industries Co. Ltd., Thailand. Car assembly.
19% of China Motor Co. Ltd., Taiwan. Car manufacture.
10% of Eicher Motors Ltd., India. Truck manufacture.

**Nissan Motor Co. Ltd.**
25% of Yue Loong Motor Co. Ltd., Taiwan.
6.1% of Fuji Heavy Industries Ltd., Japan.
91.2% of Motor Iberica S.A., Spain. Vehicle manufacture.
56.1% of Nissan Motor del Peru S.A. Vehicle manufacture.
50% of Alfa Romeo e Nissan Autoveicoli S.p.A., Italy. Small car assembly. With Alfa Romeo (Fiat).
44.5% of Nissan Diesel Motor Co. Ltd., Japan. Truck and bus manufacture.
43.7% of Nissan Shatai Co. Ltd., Japan. Car and commercial vehicle manufacture.
34% of Aichi Machine Industry Co. Ltd., Japan. Commercial vehicle manufacture.

**Suzuki Motor Co. Ltd.**
26% of Maruti Udyog Ltd., India. Van, pickup, car and 4wd vehicle assembly.
17.3% of Land Rover Santana S.A., Spain. 4wd vehicle assembly.
12.5% of Pak Suzuki Motor Co. Ltd., Pakistan. Van, pickup, car, 4wd vehicle assembly.

**Toyota Motor Corp.**
22% of Kuo Zui Motor Co., Taiwan.
15.1% of Daihatsu Motor Co. Ltd., Japan.
64.6% of Toyota Motor Thailand Co. Ltd. Vehicle assembly.
50% of New United Motor Mfg. Inc., Fremont, Calif. Car assembly. With General Motors.
50% of AMI Toyota Ltd., Australia. Vehicle assembly.
49.1% of Toyota del Peru S.A. Vehicle assembly.
49% of P.T. Toyota-Astra Motor, Indonesia. Vehicle assembly.
27% of Salvador Caetano, Portugal. Vehicle assembly.
26% of DCM Toyota Ltd., India. Small-truck assembly.
11.3% of Hino Motors Ltd., Japan. Truck and bus manufacture.

### EUROPE

**Fiat S.p.A.**
81.8% of Fiasa-Fiat Automoveis S.A., Brazil. Car manufacture.
75% of Plantations Reuniens du Bandundu, Zaire. Commercial vehicle assembly.
70% of The Automotive Manufacturing Co. of Ethiopia. Commercial vehicle assembly.
50% of Ferrari, Italy. Car assembly. With Ferrari.
50% of Societa Europea Veicoli Leggeri, Italy. Van assembly. With Peugeot.
49% of Fabrica de Motores—Fademotor C.A., Venezuela. Commercial vehicle assembly.
48% of Iveco-Ford Truck Ltd., Great Britain. With Ford.
40% of National Trucks Manufacturers Ltd., Nigeria.
33% of Incar Ltd., Tanzania. Car and commercial vehicle assembly.
25% of Khodrowsazan Sherkat Sanati, Iran. Light commercial vehicle assembly.
25% of Libyan Trucks and Bus Co., Libya.
20% of Somaca S.A., Morocco. Car assembly.
20% of Livingstone Motor Assemblers Ltd., Zambia.
15% of L'Auto-Locomotion S.A., Belgium. Vehicle assembly.
15% of SEVEL Argentina S.A., Argentina. Car assembly.

**Peugeot S.A.**
65% of Citroen Hispania, Spain. Car assembly.
59% of Automotores Franco-Chilena, Chile. Car assembly.
49% of Societe Anonyme des Usines Chausson, France. Car and commercial vehicle manufacture. With Renault.
50% of Societa Europea Vercoli Leggeri, Italy. Van assembly. With Fiat.
44% of Peugeot Automobile Nigeria Ltd. Car assembly.
22% of Guanzhou Peugeot Automobile Co. Ltd., China. Light truck and car assembly.
20% of Ste. Marocaine de Constructions Automobiles—Somaca, Morocco. Car assembly.

**Saab-Scania AB**
50% of Saab-Valmet, Finland. Car manufacture.

**Renault**
46.1% of American Motors Corp., Southfield, Mich. (Sale to Chrysler pending.)
41.9% of Mack Trucks Inc., Allentown, Pa.
90% of Renault Truck Industries, Great Britain. Truck assembly.
90% of Renault Vehiculos Industriales, Spain. Commercial vehicle assembly.
66.6% of Renault Portuguesa, Portugal. Car assembly.
55% of Renault Montage Tunisie, Tunisia. Car assembly.
49.9% of Renault Maroc, Morocco. Car assembly.
49.8% of Sociedad de Fabricacion de Automores S.A., Colombia. Car assembly.
49% of Societe Anonyme des Usines Chausson. Passenger cars, commercial vehicles, components. With Peugeot.
44% of Oyak Renault Otomobil Fabrikalari A.S., Turkey. Car assembly.

**Volkswagen AG**
75% of SEAT, Spain. (VW has option to buy rest of company by 1990.)
51% of Autolatina, Brazil. Car assembly. With Ford (pending).
50% of Shanghai-Volkswagen Automotive Co., China. Vehicle assembly.
49% of TAS Tvornica Automobila Sarajevo, Yugoslavia. Car assembly.
40% of Volkswagen of Nigeria Ltd. Vehicle assembly.
33% of Forjaria Sao Bernardo S.A., Brazil. Vehicle assembly.

**AB Volvo**
76% of Volvo GM Heavy Truck Corp., Greensboro, N.C. With General Motors.

NOTE: List does not include equity holdings greater than 95% or less than 5%. Automakers in above countries that aren't listed, such as BMW and Rover Group, have no major equity stakes.

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## IMPORTED NEW-CAR INVENTORIES

(Compiled by Automotive News)

|  | Unit Count | Days' Supply |
|---|---|---|
| **1982** |  |  |
| January 1 | 383,228 | 60.5 |
| February 1 | 375,784 | 56.5 |
| March 1 | 371,553 | 51 |
| April 1 | 366,059 | 49 |
| May 1 | 368,113 | 56 |
| June 1 | 399,030 | 52.5 |
| July 1 | 438,113 | 57 |
| August 1 | 429,663 | 56 |
| September 1 | 387,780 | 51 |
| October 1 | 354,500 | 48.5 |
| November 1 | 365,467 | 56 |
| December 1 | 374,775 | 51 |
| **1983** |  |  |
| January 1 | 380,316 | 54 |
| February 1 | 355,603 | 49 |
| March 1 | 316,745 | 41 |
| April 1 | 287,408 | 35 |
| May 1 | 294,703 | 40 |
| June 1 | 275,411 | 33 |
| July 1 | 251,787 | 28 |
| August 1 | 227,819 | 26.5 |
| September 1 | 195,418 | 25 |
| October 1 | 200,939 | 30 |
| November 1 | 217,965 | 29 |
| December 1 | 224,290 | 29 |
| **1984** |  |  |
| January 1 | 223,527 | 30 |
| February 1 | 205,337 | 26 |
| March 1 | 207,683 | 28 |
| April 1 | 212,315 | 27 |
| May 1 | 221,547 | 32 |
| June 1 | 213,780 | 23 |
| July 1 | 216,815 | 25 |
| August 1 | 197,688 | 24 |
| September 1 | 184,513 | 23.5 |
| October 1 | 179,171 | 24 |
| November 1 | 186,567 | 24 |
| December 1 | 232,152 | 27 |
| **1985** |  |  |
| January 1 | 259,033 | 32.5 |
| February 1 | 262,990 | 33 |
| March 1 | 250,216 | 31 |
| April 1 | 221,179 | 29 |
| May 1 | 262,444 | 34 |
| June 1 | 297,000 | 29 |
| July 1 | 310,221 | 31 |
| August 1 | 291,871 | 29 |
| September 1 | 293,268 | 31 |
| October 1 | 280,248 | 29 |
| November 1 | 276,006 | 28 |
| December 1 | 304,079 | 31 |
| **1986** |  |  |
| January 1 | 338,315 | 28 |
| February 1 | 329,798 | 36 |
| March 1 | 333,893 | 37 |
| April 1 | 338,084 | 37 |
| May 1 | 346,487 | 38 |
| June 1 | 387,911 | 37 |
| July 1 | 400,106 | 40 |
| August 1 | 443,244 | 40 |
| September 1 | 437,297 | 41 |
| October 1 | 391,724 | 36 |
| November 1 | 425,608 | 42 |
| December 1 | 455,303 | 41 |
| **1987** |  |  |
| January 1 | 473,165 | 38 |
| February 1 | 471,547 | 62 |
| March 1 | 531,520 | 58 |

# ET CETERA

## CAR SCRAPPAGE IN U.S. SINCE 1955

| | CARS IN USE ON JULY 1 | | CARS IN USE ON JUNE 30 | Growth of Cars In Use During Period | New Cars Registered 7-1/6-30 | Cars Scrapped During Period | Growth % of Cars in Use | Scrappage % of New Cars Regis. During Period | Scrappage % of Cars in Use on July 1 |
|---|---|---|---|---|---|---|---|---|---|
| 1955 | 47,377,970 | 1956 | 49.803,977 | 2,426,007 | 6,738,766 | 4,312,759 | 5.1 | 64.0 | 9.1 |
| 1956 | 49,803,977 | 1957 | 51,432,460 | 1,628,483 | 5,937,636 | 4,309,153 | 3.3 | 72.6 | 8.7 |
| 1957 | 51,432,460 | 1958 | 52,492,509 | 1,060,049 | 5,281,656 | 4,221,607 | 2.1 | 79.9 | 8.2 |
| 1958 | 52,492,509 | 1959 | 55,086,761 | 2,594,252 | 5,575,893 | 2,981,641 | 4.9 | 53.5 | 5.7 |
| 1959 | 55,086,761 | 1960 | 57,102,676 | 2,015,915 | 6,364,634 | 4,348,719 | 3.7 | 68.3 | 7.9 |
| 1960 | 57,102,676 | 1961 | 58,854,380 | 1,751,704 | 6,045,822 | 4,294,118 | 3.1 | 71.0 | 7.5 |
| 1961 | 58,854,380 | 1962 | 60,919,579 | 2,065,199 | 6,425,973 | 4,360,774 | 3.5 | 67.9 | 7.4 |
| 1962 | 60,919,579 | 1963 | 63,493,277 | 2,573,698 | 7,314,715 | 4,741,017 | 4.2 | 64.8 | 7.8 |
| 1963 | 63,493,277 | 1964 | 66,051,415 | 2,558,138 | 7,877,424 | 5,319,286 | 4.0 | 67.5 | 8.4 |
| 1964 | 66,051,415 | 1965 | 68,939,770 | 2,888,355 | 8,592,728 | 5,704,373 | 4.4 | 66.4 | 8.6 |
| 1965 | 68,939,770 | 1966 | 71,263,738 | 3,023,968(1) | 9,197,480 | 6,173,512 | 4.4 | 67.1 | 9.0 |
| 1966 | 71,263,738 | 1967 | 72,967,686 | 1,703,948 | 8,688,162 | 6,984,214 | 2.4 | 80.4 | 9.8 |
| 1967 | 72,967,686 | 1968 | 75,358,034 | 2,390,348 | 8,590,365 | 6,200,017 | 3.3 | 72.2 | 8.5 |
| 1968 | 75,358,034 | 1969 | 78,494,938 | 3,136,904 | 9,485,392 | 6,348,488 | 4.2 | 66.9 | 8.4 |
| 1969 | 78,494,938 | 1970 | 80,448,463 | 1,953,525 | 9,414,509 | 7,460,984 | 2.5 | 79.2 | 9.5 |
| 1970 | 80,448,463 | 1971 | 83,137,324 | 2,688,861 | 8,709,902 | 6,021,041 | 3.3 | 69.1 | 7.5 |
| 1971 | 83,137,324 | 1972 | 86,438,957 | 3,120,633(2) | 10,178,662 | 7,058,029 | 3.8 | 69.3 | 8.5 |
| 1972 | 86,438,957 | 1973 | 89,805,159 | 3,366,202 | 11,353,586 | 7,987,384 | 3.9 | 70.4 | 9.2 |
| 1973 | 89,805,159 | 1974 | 92,607,551 | 2,802,392 | 9,996,071 | 7,193,679 | 3.1 | 72.0 | 8.0 |
| 1974 | 92,607,551 | 1975 | 95,240,602 | 2,633,051 | 8,301,759 | 5,668,708 | 2.8 | 68.3 | 6.1 |
| 1975 | 95,240,602 | 1976 | 97,818,221 | 2,577,619 | 9,406,522 | 6,828,903 | 2.6 | 72.6 | 7.2 |
| 1976 | 97,818,221 | 1977 | 99,903,594 | 2,085,373 | 10,319,298 | 8,233,925 | 2.1 | 79.8 | 8.4 |
| 1977 | 99,903,594 | 1978 | 102,956,713 | 3,053,119 | 10,960,194 | 7,907,075 | 3.1 | 72.1 | 7.9 |
| 1978 | 102,956,713 | 1979 | 104,676,507 | 1,719,794 | 11,032,068 | 9,312,274 | 1.7 | 84.4 | 9.0 |
| 1979 | 103,365,589* | 1980 | 104,563,781 | 1,198,192 | 9,603,185 | 8,404,993 | 1.2 | 87.5 | 8.1 |
| 1980 | 104,563,781 | 1981 | 105,838,582 | 1,274,801 | 8,817,281 | 7,542,480 | 1.2 | 85.5 | 7.2 |
| 1981 | 105,838,582 | 1982 | 106,867,108 | 1,028,526 | 7,949,799 | 6,921,273 | 1.0 | 87.1 | 6.5 |
| 1982 | 106,867,108 | 1983 | 108,961,215 | 2,094,107 | 8,336,651 | 6,242,544 | 2.0 | 74.9 | 5.8 |
| 1983 | 108,961,215 | 1984 | 112,018,640 | 3,057,425 | 9,732,353 | 6,674,928 | 2.8 | 68.6 | 6.1 |
| 1984 | 112,018,640 | 1985 | 114,662,333 | 2,643,693 | 10,372,287 | 7,728,594 | 2.4 | 74.5 | 6.9 |
| 1985 | 114,662,333 | 1986 | 117,268,071 | 2,605,738 | 11,048,203 | 8,442,465 | 2.3 | 76.4 | 7.4 |

*—Adjusted to reflect transfer of 1,310,918 window vans from passenger total.

(1)—Each year many trucks are issued passenger car license plates because oftheir intended use or local state laws. Beginning in 1966 VIN prefixes were used to achieve an accurate means of identifying these trucks in all states. The 1965 growth and scrappage figures have been adjusted to reflect the estimated 700,000 trucks which were selected from the passenger car file and properly counted as trucks.

(2)—Each year vehicles registered in one state to an address in a different state have been excluded from the count of vehicles in operation. Beginning in 1971 about 181,000 passenger cars registered to fleets at out-of-state addresses have been included.

NOTE: Adjustments for the absence of Oklahoma and other states have been made where applicable.

R.L. POLK & CO. MOTOR STATISTICAL DIVISION

## TRUCK SCRAPPAGE IN U.S. SINCE 1955

| | TRUCKS IN USE ON JULY 1 | | TRUCKS IN USE ON JUNE 30 | Growth of Trucks In Use During Period | New Trucks Registered 7-1/6-30 | Trucks Scrapped During Period | Growth % of Trucks in Use | Scrappage % of New Trucks Regis. During Period | Scrappage % of Trucks in Use on July 1 |
|---|---|---|---|---|---|---|---|---|---|
| 1955 | 9,162,444 | 1956 | 9,544,082 | 381,638 | 977,895 | 596,257 | 4.2 | 61.0 | 6.5 |
| 1956 | 9,544,082 | 1957 | 9,775,950 | 231,868 | 862,171 | 630,303 | 2.4 | 73.1 | 6.6 |
| 1957 | 9,775,950 | 1958 | 10,056,567 | 280,617 | 782,862 | 502,245 | 2.9 | 64.2 | 5.1 |
| 1958 | 10,056,567 | 1959 | 10,532,145 | 475,578 | 847,663 | 372,085 | 4.7 | 43.9 | 3.7 |
| 1959 | 10,532,145 | 1960 | 10,802,959 | 270,814 | 961,382 | 690,568 | 2.6 | 71.8 | 6.6 |
| 1960 | 10,802,959 | 1961 | 11,042,770 | 239,811 | 886,602 | 646,791 | 2.2 | 73.0 | 6.0 |
| 1961 | 11,042,770 | 1962 | 11,463,381 | 420,611 | 996,514 | 575,903 | 3.8 | 57.8 | 5.2 |
| 1962 | 11,463,381 | 1963 | 11,902,039 | 438,658 | 1,158,697 | 720,039 | 3.8 | 62.1 | 6.3 |
| 1963 | 11,902,039 | 1964 | 12,444,964 | 542,925 | 1,322,795 | 779,870 | 4.6 | 59.0 | 6.6 |
| 1964 | 12,444,964 | 1965 | 13,126,579 | 681,615 | 1,417,590 | 735,975 | 5.5 | 51.9 | 5.9 |
| 1965 | 13,126,579 | 1966 | 14,356,591 | 530,012(1) | 1,603,605 | 1,073,593 | 4.0 | 66.9 | 8.2 |
| 1966 | 14,356,591 | 1967 | 14,988,491 | 631,900 | 1,578,549 | 946,649 | 4.4 | 60.0 | 6.6 |
| 1967 | 14,988,491 | 1968 | 15,684,917 | 696,426 | 1,556,968 | 860,542 | 4.6 | 55.3 | 5.7 |
| 1968 | 15,684,917 | 1969 | 16,586,368 | 901,451 | 1,867,454 | 966,003 | 5.7 | 51.7 | 6.2 |
| 1969 | 16,586,368 | 1970 | 17,687,505 | 1,101,137 | 1,938,310 | 837,173 | 6.6 | 43.2 | 5.0 |
| 1970 | 17,687,505 | 1971 | 18,462,287 | 774,782 | 1,818,659 | 1,043,877 | 4.4 | 57.4 | 5.9 |
| 1971 | 18,426,287 | 1972 | 19,772,938 | 1,310,651 | 2,358,682 | 1,048,031 | 7.1 | 44.4 | 5.7 |
| 1972 | 19,772,938 | 1973 | 21,411,931 | 1,638,993 | 2,846,529 | 1,207,536 | 8.3 | 42.4 | 6.1 |
| 1973 | 21,411,931 | 1974 | 23,312,245 | 1,900,314 | 2,947,521 | 1,047,207 | 8.9 | 35.5 | 4.9 |
| 1974 | 23,312,245 | 1975 | 24,812,843 | 1,500,598 | 2,408,297 | 907,699 | 6.4 | 37.7 | 3.9 |
| 1975 | 24,812,843 | 1976 | 26,560,296 | 1,747,453 | 2,844,910 | 1,097,457 | 6.6 | 38.6 | 4.4 |
| 1976 | 26,560,296 | 1977 | 28,221,661 | 1,661,365 | 3,329,018 | 1,667,653 | 5.9 | 50.1 | 6.3 |
| 1977 | 28,221,661 | 1978 | 30,564,701 | 2,343,040 | 3,769,334 | 1,426,294 | 8.3 | 37.8 | 5.1 |
| 1978 | 30,564,701 | 1979 | 32,582,991 | 2,018,290 | 3,934,432 | 1,916,142 | 6.6 | 48.7 | 6.3 |
| 1979 | 33,893,909* | 1980 | 35,267,535 | 1,373,626 | 3,105,296 | 1,731,670 | 4.1 | 55.8 | 5.1 |
| 1980 | 35,267,535 | 1981 | 36,069,197 | 801,662 | 2,320,208 | 1,518,546 | 2.3 | 65.4 | 4.3 |
| 1981 | 36,069,197 | 1982 | 36,986,537 | 917,340 | 2,376,135 | 1,458,795 | 2.5 | 61.4 | 4.0 |
| 1982 | 36,986,537 | 1983 | 38,143,304 | 1,156,767 | 2,647,738 | 1,490,971 | 3.1 | 56.3 | 4.0 |
| 1983 | 38,143,304 | 1984 | 40,142,872 | 1,999,568 | 3,601,457 | 1,601,889 | 5.2 | 44.5 | 4.2 |
| 1984 | 40,142,872 | 1985 | 42,386,882 | 2,244,010 | 4,344,130 | 2,100,120 | 5.6 | 48.3 | 5.2 |
| 1985 | 42,386,882 | 1986 | 44,825,523 | 2,438,641 | 4,747,731 | 2,311,090 | 5.8 | 48.7 | 5.5 |

*—Adjusted to reflect transfer of 1,310,918 window vans from passenger car total to truck total.

(1)—Each year many trucks are issued passenger car license plates because of their intented use or local states laws. Beginning in 1966 VIN prefixes were used to achieve an accurate means of identifying these trucks in all states. The 1965 growth and scrappage figures have been adjusted to reflect the estimated 700,000 trucks that were selected from the passenger car file and properly counted as trucks.

NOTE: Adjustments for the absence of Oklahoma and other states have been made where applicable.

R.L. POLK & CO. MOTOR STATISTICAL DIVISION

## U.S. NEW-CAR INVENTORIES

**(Compiled by Automotive News)**

| | Unit Count | Days' Supply |
|---|---|---|
| **1977** | | |
| January 1 | 1,464,657 | 55 |
| February 1 | 1,535,279 | 66 |
| March 1 | 1,645,127 | 59 |
| April 1 | 1,697,158 | 51 |
| May 1 | 1,696,984 | 53 |
| June 1 | 1,746,603 | 52 |
| July 1 | 1,805,829 | 51 |
| August 1 | 1,762,740 | 60 |
| September 1 | 1,526,874 | 57 |
| October 1 | 1,628,237 | 62 |
| November 1 | 1,629,347 | 49 |
| December 1 | 1,709,015 | 58 |
| **1978** | | |
| January 1 | 1,730,914 | 70 |
| February 1 | 1,887,540 | 86 |
| March 1 | 1,951,780 | 74 |
| April 1 | 1,991,003 | 61 |
| May 1 | 2,007,914 | 61 |
| June 1 | 1,970,221 | 58 |
| July 1 | 1,911,089 | 53 |
| August 1 | 1,724,195 | 52 |
| September 1 | 1,510,410 | 57 |
| October 1 | 1,606,309 | 54 |
| November 1 | 1,629,382 | 48 |
| December 1 | 1,717,908 | 56 |
| **1979** | | |
| January 1 | 1,729,221 | 67 |
| February 1 | 1,872,697 | 76 |
| March 1 | 1,957,340 | 69 |
| April 1 | 1,974,082 | 62 |
| May 1 | 1,913,597 | 62 |
| June 1 | 2,033,997 | 66 |
| July 1 | 2,152,834 | 80 |
| August 1 | 2,026,315 | 73 |
| September 1 | 1,752,661 | 67 |
| October 1 | 1,751,694 | 70 |
| November 1 | 1,743,012 | 65 |
| December 1 | 1,767,097 | 73 |
| **1980** | | |
| January 1 | 1,661,718 | 75 |
| February 1 | 1,598,548 | 71 |
| March 1 | 1,610,544 | 68 |
| April 1 | 1,567,187 | 61 |
| May 1 | 1,584,804 | 76 |
| June 1 | 1,597,866 | 83 |
| July 1 | 1,627,857 | 80 |
| August 1 | 1,506,681 | 72 |
| September 1 | 1,336,595 | 69 |
| October 1 | 1,373,383 | 71 |
| November 1 | 1,389,549 | 56 |
| December 1 | 1,439,998 | 65 |
| **1981** | | |
| January 1 | 1,448,450 | 80 |
| February 1 | 1,421,023 | 78 |
| March 1 | 1,334,919 | 59 |
| April 1 | 1,216,068 | 44 |
| May 1 | 1,348,836 | 66 |
| June 1 | 1,471,656 | 70 |
| July 1 | 1,664,871 | 83 |
| August 1 | 1,675,193 | 87 |
| September 1 | 1,485,692 | 64 |
| October 1 | 1,426,922 | 69 |
| November 1 | 1,480,768 | 81 |
| December 1 | 1,491,078 | 83 |
| **1982** | | |
| January 1 | 1,471,053 | 107 |
| February 1 | 1,431,983 | 97 |
| March 1 | 1,325,073 | 70 |
| April 1 | 1,246,848 | 58 |
| May 1 | 1,260,633 | 66 |
| June 1 | 1,212,727 | 52 |
| July 1 | 1,364,214 | 78 |
| August 1 | 1,377,130 | 83 |
| September 1 | 1,379,434 | 88 |
| October 1 | 1,350,366 | 69 |
| November 1 | 1,295,704 | 69 |
| December 1 | 1,164,338 | 52 |
| **1983** | | |
| January 1 | 1,125,989 | 65 |
| February 1 | 1,180,291 | 71 |
| March 1 | 1,248,384 | 68 |
| April 1 | 1,235,313 | 55 |
| May 1 | 1,193,296 | 53 |
| June 1 | 1,194,510 | 47 |
| July 1 | 1,209,000 | 47 |
| August 1 | 1,102,103 | 48 |
| September 1 | 1,108,570 | 55 |
| October 1 | 1,195,755 | 55 |
| November 1 | 1,224,092 | 48 |
| December 1 | 1,307,756 | 55 |
| **1984** | | |
| January 1 | 1,357,995 | 63 |
| February 1 | 1,477,399 | 63 |
| March 1 | 1,537,290 | 59 |
| April 1 | 1,579,155 | 56 |
| May 1 | 1,541,985 | 53 |
| June 1 | 1,467,214 | 47 |
| July 1 | 1,445,799 | 52 |
| August 1 | 1,297,864 | 47 |
| September 1 | 1,277,484 | 57 |
| October 1 | 1,266,201 | 54 |
| November 1 | 1,296,182 | 51 |
| December 1 | 1,405,417 | 58 |
| **1985** | | |
| January 1 | 1,417,164 | 63 |
| February 1 | 1,565,456 | 65 |
| March 1 | 1,603,527 | 59 |
| April 1 | 1,572,998 | 53 |
| May 1 | 1,615,026 | 52 |
| June 1 | 1,546,188 | 50 |
| July 1 | 1,576,762 | 58 |
| August 1 | 1,579,595 | 65 |
| September 1 | 1,413,483 | 51 |
| October 1 | 1,242,071 | 36 |
| November 1 | 1,433,567 | 65 |
| December 1 | 1,605,832 | 78 |
| **1986** | | |
| January 1 | 1,629,649 | 73 |
| February 1 | 1,767,086 | 72 |
| March 1 | 1,867,265 | 73 |
| April 1 | 1,906,998 | 76 |
| May 1 | 1,945,048 | 70 |
| June 1 | 1,866,853 | 62 |
| July 1 | 1,859,576 | 63 |
| August 1 | 1,725,524 | 69 |
| September 1 | 1,557,291 | 63 |
| October 1 | 1,291,280 | 60 |
| November 1 | 1,412,637 | 68 |
| December 1 | 1,531,295 | 71 |
| **1987** | | |
| January 1 | 1,506,557 | 58 |
| February 1 | 1,734,299 | 105 |
| March 1 | 1,869,591 | 81 |

## LOCAL ADVERTISING BY FRANCHISED DEALERS

**(Estimated totals in millions spent in 1986 by all dealers)**

| | |
|---|---|
| **By Media Used** | |
| Newspapers | $1,760 |
| Radio | 732 |
| TV | 553 |
| Direct Mail | 143 |
| Outdoor (Billboards, Signs) | 66 |
| Displays, Demonstrations | 38 |
| Programs (Theater, Sports, School, etc.) | 30 |
| Handouts, Handbills | 14 |
| Other | 28 |
| TOTAL | $3,364 |
| **By Type of Advertising** | |
| New Vehicle | $1,790 |
| Used Vehicle | 928 |
| Institutional | 367 |
| Service | 279 |
| TOTAL | $3,364 |

SOURCE: NADA Data for 1986; NADA Industry Analysis Dept.

## 1985 MEDIA SPENDING BY LEADING VEHICLE MANUFACTURERS

**Thousands of dollars**

| | Newspapers | Magazines | Farm pub. | Network TV | Spot TV | Network Radio | Spot Radio | Outdoor | Unmeasured | Total 1985 | Total 1984 |
|---|---|---|---|---|---|---|---|---|---|---|---|
| General Motors | 140,979 | 107,524 | 1,953 | 209,898 | 49,067 | 9,034 | 27,942 | 3,633 | 212,320 | 779,000 | 763,800 |
| Ford Motor Co. | 77,295 | 114,739 | 3,026 | 191,373 | 37,087 | 7,625 | 14,493 | 3,222 | 153,087 | 614,600 | 559,400 |
| Chrysler Corp. | 42,000 | 73,579 | 738 | 96,194 | 63,133 | 4,269 | 23,549 | 3,027 | 78,495 | 393,400 | 317,400 |
| Toyota | 20,761 | 16,412 | 192 | 27,793 | 71,014 | 989 | 5,210 | 2,173 | 22,343 | 172,035 | 137,900 |
| Nissan | 16,504 | 17,199 | — | 34,860 | 44,974 | — | 11,663 | 1,385 | 34,379 | 162,566 | 164,200 |
| American Honda | 10,331 | 23,940 | 514 | 55,109 | 9,820 | 3,323 | 5,881 | 90 | 42,556 | 156,475 | 134,700 |
| American Motors | 9,902 | 23,888 | — | 52,690 | 3,701 | — | 1,489 | 217 | 31,727 | 126,000 | 120,500 |
| VW of America | 10,966 | 35,920 | — | 34,892 | 15,678 | — | 1,957 | 297 | 21,395 | 123,100 | 103,000 |
| Mazda | 5,029 | 22,296 | — | 38,776 | 5,381 | — | 33 | 8 | 28,241 | 101,743 | 71,797 |
| Daimler-Benz AG | 16,008 | 7,064 | — | 17,422 | 4,390 | — | 325 | 23 | 16,759 | 64,643 | N.A. |
| INDUSTRY TOTAL | 351,775 | 442,561 | 6,423 | 759,007 | 304,245 | 25,240 | 92,542 | 14,075 | 641,302 | 2,693,562 | 2,372,697 |

Expenditures based on Advertising Age estimates.

# ET CETERA

## WORLD PASSENGER CARS IN OPERATION (As of January 1987)

| Country | 1987 |
|---|---|
| Afghanistan | 32,000 |
| Algeria | 575,253 |
| Angola | 121,372 |
| Argentina | 4,016,386 |
| Australia | 7,058,500 |
| Austria | 2,568,347 |
| Bahamas | 66,625 |
| Bahrain | 76,356 |
| Bangladesh | 45,166 |
| Barbados | 35,089 |
| Belgium | 3,359,678 |
| Belize | 1,624 |
| Benin | 22,645 |
| Bermuda | 24,669 |
| Bolivia | 30,778 |
| Botswana | 14,201 |
| Brazil | 10,681,228 |
| Brunei | 69,536 |
| Bulgaria | 680,000 |
| Burkina Faso | 9,734 |
| Burma | 27,215 |
| Burundi | 8,451 |
| Cameroon | 91,570 |
| Canada | 10,703,912 |
| Central African Republic | 14,407 |
| Chile | 487,965 |
| China (Mainland) | 127,000 |
| Colombia | 1,045,776 |
| Congo (Brazzaville) | 27,545 |
| Costa Rica | 75,922 |
| Cyprus | 122,150 |
| Czechoslovakia | 2,696,468 |
| Denmark | 1,496,940 |
| Dominican Republic | 101,740 |
| Ecuador | 79,508 |
| Egypt | 432,584 |
| El Salvador | 49,711 |
| Ethiopia | 39,033 |
| Fiji Islands | 31,746 |
| Finland | 1,591,406 |
| France | 21,570,000 |
| French Guiana | 23,303 |
| French Polynesia | 36,366 |
| Germany, East | 3,390,840 |
| Germany, West | 26,455,914 |
| Ghana | 57,307 |
| Gibraltar | 9,102 |
| Greece | 1,235,400 |
| Guadeloupe | 72,502 |
| Guam | 110,334 |
| Guatemala | 95,599 |
| Guyana | 28,680 |
| Haiti | 32,926 |
| Honduras | 25,766 |
| Hong Kong | 178,010 |
| Hungary | 1,507,572 |
| Iceland | 112,527 |
| India | 1,116,526 |
| Indonesia | 759,961 |
| Iran | 1,755,600 |
| Iraq | 279,720 |
| Ireland | 664,985 |
| Israel | 716,249 |
| Italy | 22,870,000 |
| Ivory Coast | 182,959 |
| Jamaica | 111,250 |
| Japan | 28,874,785 |
| Jordan | 150,075 |
| Kenya | 122,340 |
| Kuwait | 619,981 |
| Lebanon | 592,269 |
| Liberia | 27,650 |
| Libya | 416,405 |
| Luxembourg | 143,731 |
| Madagascar | 47,171 |
| Malawi | 15,718 |
| Malaysia | 1,159,033 |
| Mali | 21,370 |
| Malta | 91,298 |
| Martinique | 78,884 |
| Mauritania | 8,447 |
| Mauritius | 37,994 |
| Mexico | 4,828,281 |
| Morocco | 472,893 |
| Mozambique | 83,898 |
| Netherlands | 4,901,300 |
| Netherlands Antilles | 75,934 |
| New Caledonia | 46,817 |
| New Zealand | 1,541,061 |
| Nicaragua | 30,672 |
| Niger | 17,206 |
| Nigeria | 852,547 |
| Norway | 1,531,801 |
| Oman | 125,811 |
| Pakistan | 385,702 |
| Panama | 151,993 |
| Papua New Guinea | 29,990 |
| Paraguay | 32,694 |
| Peru | 408,912 |
| Philippines | 250,094 |
| Poland | 4,045,573 |
| Portugal | 1,135,643 |
| Puerto Rico | 1,222,060 |
| Qatar | 87,953 |
| Reunion | 143,192 |
| Romania | 250,000 |
| Samoa America | 4,416 |
| Saudi Arabia | 1,566,331 |
| Senegambia | 63,600 |
| Sierra Leone | 17,692 |
| Singapore | 272,705 |
| South Africa | 3,160,372 |
| South Korea | 588,624 |
| Spain | 9,575,155 |
| Sri Lanka | 148,873 |
| Sudan | 35,865 |
| Suriname | 30,443 |
| Swaziland | 11,514 |
| Sweden | 3,201,140 |
| Switzerland | 2,667,213 |
| Syria | 120,419 |
| Taiwan | 942,802 |
| Tanzania | 41,223 |
| Thailand | 517,891 |
| Togo | 25,734 |
| Trinidad & Tobago | 267,870 |
| Tunisia | 146,221 |
| Turkey | 873,903 |
| Uganda | 31,868 |
| United Arab Emirates | 260,924 |
| United Kingdom | 18,360,729 |
| United States | 132,347,200 |
| Uruguay | 163,339 |
| U.S.S.R. | 13,125,482 |
| Vanuatu | 4,102 |
| Venezuela | 1,537,306 |
| Virgin Islands, U.S. | 43,391 |
| Yemen, North | 22,704 |
| Yemen, South | 11,874 |
| Yugoslavia | 3,076,779 |
| Zaire | 93,941 |
| Zambia | 98,537 |
| Zimbabwe | 179,908 |
| WORLD TOTAL | 380,836,904 |

NOTE: Numbers are based on sales and attrition rates and do not reflect official governments' figures.
SOURCE: Strategy Support Associates.

John Leffler, Ltd.

**It's What Happens Down The Road That Counts**

Out there alone. When the sun is an ember. When darkness hovers beyond a distant ridge. When dust and shadow share the road with you—and nothing more. You need to know one thing.

First American will be there when you need us.

Indeed, our extended service contract program can yield the driver up to 5 years worth of down the road confidence. No matter how many miles he drives.

And it can make the dealer more confident too. In fact, a lot more confident. A flexible cash commission on every sale, retail prices for work done under service contract, returns on fully earned contracts, and investment income on reserves—all mean a smoother ride when the going's good. And security when the going's rough.

More importantly, as the oldest and strongest independent in the insured service contract industry, we promise something others really can't.

Our presence.
Down the road.
Where it counts.

**FIRST AMERICAN WARRANTY CORPORATION**

3100 Broadway
Kansas City, MO 64111
(816)531-7668
In Missouri
1-800-892-6032
All Other States
1-800-821-5546

©First American Warranty Corporation, 1984

# ET CETERA

## LEADING AUTO DEALER TELEVISION ADVERTISERS IN 1986

| | 1985 | 1986 | Percent Change |
|---|---|---|---|
| Cal Worthington - Los Angeles | 4,153,400 | 4,020,000 | − 3 |
| Frontier Ford - Dallas | 312,000 | 2,874,900 | +821 |
| Cal Worthington - Seattle | 2,097,500 | 2,538,800 | + 21 |
| Potamkin Cadillac - New York | 2,551,500 | 1,522,900 | − 40 |
| Cal Worthington - Sacramento | 2,172,600 | 2,515,600 | + 16 |
| Wilson Ford - Los Angeles | 2,123,400 | 2,508,200 | + 18 |
| Celozzi-Ettleson - Chicago | 2,006,800 | 1,635,200 | − 19 |
| Long-Lewis Ford - Birmingham | 1,535,900 | 1,580,500 | + 3 |
| Pete Ellis Motors - Los Angeles | 1,894,300 | 1,550,000 | − 18 |
| Toresco Autoland - New York | 46,700 | 1,266,100 | +2611 |
| Jeff Legum Chevy/Datsun - Baltimore | 1,707,000 | 1,262,800 | − 26 |
| Ocean Cadillac - Miami | 545,700 | 1,128,000 | +107 |
| Kelley Chevrolet - Miami | 1,714,800 | 1,107,000 | − 35 |
| Subaru Ford - Sacramento | 1,570,300 | 1,096,100 | − 30 |
| Sonoyta Subaru - Phoenix | 918,900 | 1,089,400 | + 19 |
| TOTAL | $311,211,700 | $339,001,500 | + 9 |

SOURCE: Television Bureau of Advertising from analysis of Broadcast Advertisers Reports data in the top 75 markets.

## AUTOMOBILES BY NAMEPLATE — LEADING 1986 TELEVISION ADVERTISERS

| | — 1985 — | | | — 1986 — | | | |
|---|---|---|---|---|---|---|---|
| | Network | Spot TV | Total TV | Network | Spot TV | Total TV | % Change |
| Ford | $74,406,700 | $27,537,600 | $101,944,300 | $75,433,400 | $41,150,700 | $116,584,100 | + 14 |
| Chevrolet | 57,373,300 | 38,406,500 | 95,779,800 | 54,172,300 | 38,590,800 | 92,763,100 | − 3 |
| Toyota | 17,691,600 | 26,628,900 | 44,320,500 | 19,818,200 | 56,213,300 | 76,031,500 | + 72 |
| Honda | 32,697,300 | 12,095,100 | 44,792,400 | 35,706,500 | 34,787,200 | 70,493,700 | + 57 |
| Pontiac | 30,844,000 | 30,493,500 | 61,337,500 | 31,413,800 | 41,114,700 | 72,528,500 | + 18 |
| Nissan | 18,385,300 | 43,603,400 | 61,988,700 | 26,273,700 | 39,271,000 | 65,544,700 | + 6 |
| Oldsmobile | 20,723,400 | 35,966,400 | 56,689,800 | 26,222,600 | 37,983,200 | 64,205,800 | + 13 |
| Volkswagen | 26,593,100 | 13,808,900 | 40,402,000 | 33,812,400 | 19,093,600 | 52,906,000 | + 31 |
| Buick | 21,053,100 | 26,202,600 | 47,255,700 | 23,042,400 | 24,720,300 | 47,762,700 | + 1 |
| Mercury | 33,375,500 | 15,514,300 | 48,889,800 | 31,433,600 | 15,364,600 | 46,798,200 | − 4 |
| Hyundai | 0 | 0 | 0 | 4,077,300 | 39,519,600 | 43,596,900 | — |
| Dodge | 24,619,400 | 18,519,500 | 43,138,900 | 22,538,800 | 20,257,800 | 42,796,600 | − 1 |
| Mazda | 25,321,900 | 13,120,500 | 38,442,400 | 21,479,500 | 18,913,400 | 40,392,900 | + 5 |
| Subaru | 10,523,700 | 20,145,900 | 30,669,600 | 14,072,000 | 25,674,200 | 39,746,200 | + 30 |
| BMW | 10,736,800 | 16,411,700 | 27,148,500 | 17,559,600 | 16,560,600 | 34,120,200 | + 26 |

NOTE: Includes leasing. Expenditures for television commericals advertising two nameplates or vehicle types divided between the two brands.
SOURCE: Special analysis by the Television Bureau of Advertising of data compiled by Broadcast Advertisers Reports.

## AUTOMOTIVE REPLACEMENT BATTERY SHIPMENTS BY U.S. MANUFACTURERS

| | 1986 | | 1985 | | Percent Change | |
|---|---|---|---|---|---|---|
| | Month | Year | Month | Year | Month | Year |
| JAN. | 4,776,008 | 4,776,006 | 4,592,752 | 4,592,752 | +3.99 | +3.99 |
| FEB. | 3,510,864 | 8,286,872 | 4,544,532 | 9,137,284 | −22.75 | −9.31 |
| MARCH | 3,760,061 | 12,045,933 | 3,854,690 | 12,991,974 | −2.45 | −7.27 |
| APRIL | 4,088,561 | 16,135,494 | 3,494,863 | 16,486,837 | +16.99 | −2.13 |
| MAY | 4,242,945 | 20,378,439 | 3,740,749 | 20,227,586 | +13.42 | +0.75 |
| JUNE | 4,060,829 | 24,439,268 | 4,011,122 | 24,238,708 | +1.24 | +0.83 |
| JULY | 4,661,603 | 29,100,871 | 4,073,462 | 28,312,170 | +14.44 | +2.79 |
| AUG. | 5,668,395 | 34,769,266 | 5,358,617 | 33,670,787 | +5.78 | +3.26 |
| SEPT. | 6,460,826 | 41,230,091 | 6,156,259 | 39,827,046 | +4.95 | +3.52 |
| OCT. | 6,936,338 | 48,166,429 | 6,734,886 | 46,561,932 | +2.99 | +3.45 |
| NOV. | 6,170,407 | 54,336,836 | 5,634,206 | 52,196,138 | +9.52 | +4.10 |
| DEC. | 5,969,168 | 60,306,004 | 6,467,451 | 58,683,569 | −7.99 | +2.76 |

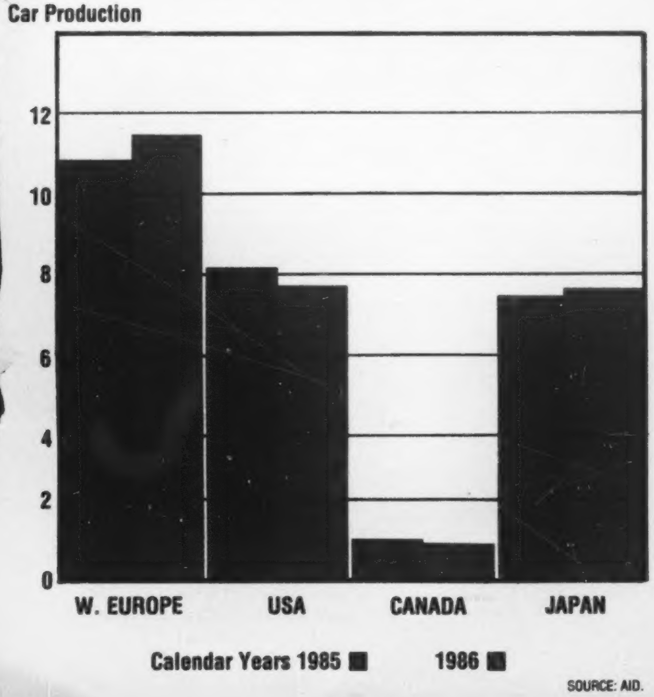
## TRUCKS, VANS, JEEPS, PICKUPS — LEADING 1986 TELEVISION ADVERTISERS

| | — 1985 — | | | — 1986 — | | | |
|---|---|---|---|---|---|---|---|
| | Network | Spot TV | Total TV | Network | Spot TV | Total TV | % Change |
| Toyota | $10,101,600 | $51,747,600 | $61,849,200 | $13,285,800 | $69,416,900 | $82,702,700 | + 34 |
| Nissan | 16,474,300 | 47,174,200 | 63,648,500 | 19,992,500 | 52,082,000 | 72,074,500 | + 13 |
| Ford | 41,254,400 | 18,514,800 | 59,769,200 | 35,260,000 | 34,335,100 | 69,595,100 | + 16 |
| Chevrolet | 32,282,900 | 20,176,600 | 52,459,500 | 35,870,600 | 24,778,500 | 60,649,100 | + 16 |
| Dodge | 23,420,400 | 17,066,100 | 40,486,500 | 19,467,100 | 19,421,600 | 38,888,700 | − 4 |
| Jeep | 17,125,900 | 6,778,600 | 23,904,500 | 27,955,400 | 9,778,900 | 37,734,300 | + 58 |
| Mazda | 13,311,500 | 4,987,800 | 18,299,300 | 17,664,800 | 13,324,700 | 30,989,500 | + 69 |
| Isuzu | 2,947,200 | 2,815,000 | 5,762,200 | 4,870,100 | 12,738,800 | 17,608,900 | +206 |
| GMC | 338,400 | 7,328,800 | 7,667,200 | 3,144,500 | 10,028,500 | 13,173,000 | + 72 |
| Mitsubishi | 0 | 7,378,000 | 7,378,000 | 3,382,700 | 9,435,500 | 12,818,200 | + 74 |

NOTE: Expenditures for television commercials advertising two nameplates or vehicle types divided between the two brands.
SOURCE: Special analysis by the Television Bureau of Advertising of data compiled by Broadcast Advertisers Reports.

## 1986 PASSENGER CAR PRODUCTION

**Main Western World Markets (Millions of Units)**



SOURCE: AID.

## NEW FLEET CAR SALES FOR NON-PERSONAL SERVICE

**(Estimates in millions of vehicles)**

| | 1978 | 1979 | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | % Change 1985-'84 |
|---|---|---|---|---|---|---|---|---|---|
| Domestic | 4.401 | 4.302 | 3.784 | 3.475 | 3.252 | 3.848 | 4.501 | 4.550 | 1.011 |
| Import | 0.3730 | 0.3860 | 0.5210 | 0.528 | 0.463 | 0.496 | 0.484 | 0.595 | 1.229 |
| Percent of Import | 7.8 | 8.2 | 12.1 | 13.2 | 12.5 | 11.4 | 9.8 | 11.6 | — |
| Total Fleet | 4.774 | 4.704 | 4.305 | 4.003 | 3.715 | 4.344 | 4.985 | 5.145 | 1.032 |
| % of Fleet to All Car Sales | 43.6 | 45.5 | 49.1 | 47.4 | 47.9 | 46.7 | 49.3 | 47.2 | — |
| **New Car Sales to Individuals for Personal Use** | | | | | | | | | |
| Domestic | 4.599 | 3.678 | 2.508 | 2.537 | 2.209 | 2.619 | 3.094 | 3.327 | 1.075 |
| Import | 1.573 | 1.953 | 1.948 | 1.904 | 1.830 | 2.457 | 2.039 | 2.417 | 1.185 |
| Total | 6.172 | 5.631 | 4.456 | 4.441 | 4.039 | 5.076 | 5.133 | 5.744 | 1.119 |
| % Import to All Individual Sales | 25.5 | 34.7 | 43.7 | 42.9 | 45.3 | 48.4 | 39.7 | 42.1 | — |
| **Total Sales** | | | | | | | | | |
| Domestic | 9.000 | 7.996 | 6.292 | 6.012 | 5.461 | 6.467 | 7.595 | 7.877 | 1.037 |
| Import | 1.946 | 2.339 | 2.469 | 2.432 | 2.293 | 2.457 | 2.523 | 3.011 | 1.193 |
| Total | 10.946 | 10.335 | 8.761 | 8.444 | 7.754 | 8.924 | 10.118 | 10.889 | 1.076 |
| % Import to Total Car Sales | 17.8 | 22.6 | 28.1 | 28.8 | 29.6 | 27.5 | 24.9 | 27.7 | — |

NOTE: Fleet units are those driven primarily (more than 50 percent) for non-personal uses. Imports include units produced in the U.S. by foreign companies.
SOURCE: Hertz Corp.

# ET CETERA

## DEALER INTRODUCTION DATES OF U.S. MODELS

| | 1983 | 1984 | 1985 | 1986 | 1987 |
|---|---|---|---|---|---|
| **AMERICAN MOTORS** | | | | | |
| Eagle | Sept. 22, 1982 | Sept. 29, 1983 | Oct. 1, 1984 | Oct. 1, 1985 | Oct. 2, 1986 |
| Spirit | Sept. 22, 1982 | | | | |
| **BUICK** | | | | | |
| Century | Sept. 23, 1982 | Sept. 22, 1983 | Oct. 2, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| Electra | Sept. 23, 1982 | Sept. 23, 1983 | April 5, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| LeSabre | Sept. 23, 1982 | Sept. 22, 1983 | Oct. 2, 1984 | Nov. 14, 1985 | Oct. 9, 1986 |
| Regal | Sept. 23, 1982 | Sept. 22, 1983 | Oct. 2, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| Riviera | Sept. 23, 1982 | Sept. 22, 1983 | Oct. 2, 1984 | Nov. 14, 1985 | Oct. 9, 1986 |
| Skyhawk | Sept. 23, 1982 | Sept. 22, 1983 | Nov. 8, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| Skylark X | Sept. 23, 1982 | Sept. 22, 1983 | Oct. 2, 1984 | | |
| Somerset | | | Oct. 2, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| **CADILLAC** | | | | | |
| Allante | | | | | March 1, 1987 |
| Fleetwood/Brougham | Sept. 23, 1982 | Sept. 22, 1983 | Oct. 2, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| Cimarron | Sept. 23, 1982 | Sept. 22, 1983 | Nov. 8, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| DeVille | | | April 5, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| Eldorado | Sept. 23, 1982 | Sept. 22, 1983 | Oct. 2, 1984 | Nov. 14, 1985 | Oct. 9, 1986 |
| Limousine | Sept. 23, 1982 | Sept. 22, 1983 | Oct. 2, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| Seville | Sept. 23, 1982 | Sept. 22, 1983 | Oct. 2, 1984 | Nov. 14, 1985 | Oct. 9, 1986 |
| **CHEVROLET** | | | | | |
| Camaro | Nov. 18, 1982 | Sept. 22, 1983 | Nov. 8, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| Cavalier | Sept. 23, 1982 | Sept. 22, 1983 | Nov. 8, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| Celebrity | Sept. 23, 1982 | Sept. 22, 1983 | Oct. 2, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| Chevette | Sept. 23, 1982 | Sept. 22, 1983 | Nov. 21, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| Citation | Sept. 23, 1982 | Sept. 22, 1983 | Oct. 2, 1984 | | |
| Corsica/Beretta | | | | | March 12 1987 |
| Corvette | | Apr. 21, 1983 | Oct. 2, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| Impala/Caprice | Sept. 23, 1982 | Sept. 22, 1983 | Oct. 2, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| Malibu | Sept. 23, 1982 | | | | |
| Monte Carlo | Sept. 23, 1982 | Sept. 22, 1983 | Oct. 2, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| Nova | | | June 13, 1985 | Oct. 3, 1985 | Oct. 9, 1986 |
| **CHRYSLER** | | | | | |
| Cordoba | Oct. 5, 1982 | | | | |
| Exec. Sedan/Limousine | | Sept. 29, 1983 | Oct. 1, 1984 | Oct. 3, 1985 | |
| Fifth Avenue | Oct. 5, 1982 | Sept. 29, 1983 | Oct. 1, 1984 | Oct. 3, 1985 | Oct. 2, 1986 |
| Laser | | Sept. 29, 1983 | Oct. 1, 1984 | Oct. 3, 1985 | |
| LeBaron | Oct. 5, 1982 | Sept. 29, 1983 | Oct. 1, 1984 | Oct. 3, 1985 | Oct. 2, 1986 |
| LeBaron GTS | | | Jan. 2, 1985 | Oct. 3, 1985 | Oct. 2, 1986 |
| LeBaron J | | | | | Jan. 22, 1987 |
| New Yorker | Oct. 5, 1982 | Sept. 29, 1983 | Oct. 1, 1984 | Oct. 3, 1985 | Oct. 2, 1986 |
| **DODGE** | | | | | |
| Aries | Oct. 5, 1982 | Sept. 29, 1983 | Oct. 1, 1984 | Oct. 3, 1985 | Oct. 2, 1986 |
| Charger | Oct. 5, 1982 | Sept. 29, 1983 | Oct. 1, 1984 | Oct. 3, 1985 | Oct. 2, 1986 |
| Daytona | | Sept. 29, 1983 | Oct. 1, 1984 | Oct. 3, 1985 | Jan. 25, 1987 |
| Diplomat | Oct. 5, 1982 | Sept. 29, 1983 | Oct. 1, 1984 | Oct. 3, 1985 | Oct. 2, 1986 |
| Dodge 400 | Oct. 5, 1982 | | | | |
| Dodge 600 | Oct. 5, 1982 | Sept. 29, 1983 | Oct. 1, 1984 | Oct. 3, 1985 | Oct. 2, 1986 |
| Lancer | | | Jan. 2, 1985 | Oct. 3, 1985 | Oct. 2, 1986 |
| Mirada | Oct. 5, 1982 | | | | |
| Omni | Oct. 5, 1982 | Sept. 29, 1983 | Oct. 1, 1984 | Oct. 3, 1985 | Oct. 2, 1986 |
| Shadow | | | | | Sept. 18, 1986 |
| **FORD** | | | | | |
| Crown Victoria | Sept. 23, 1982 | Sept. 22, 1983 | Oct. 4, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| Escort/EXP | Sept. 23, 1982 | Sept. 22, 1983 | Oct. 4, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| Fairmont | Sept. 23, 1982 | | | | |
| Granada/LTD | Oct. 14, 1982 | Sept. 22, 1983 | Oct. 4, 1984 | Oct. 3, 1985 | |
| Mustang | Sept. 23, 1982 | Sept. 22, 1983 | Oct. 4, 1984 | Oct. 3, 1985 | Nov. 6, 1986 |
| Taurus | | | | Dec. 26, 1985 | Oct. 9, 1986 |
| Tempo | | May 26, 1983 | Oct. 4, 1984 | Nov. 14, 1985 | Oct. 9, 1986 |
| Thunderbird | Feb. 17, 1983 | Sept. 22, 1983 | Oct. 4, 1984 | Oct. 3, 1985 | Nov. 6, 1986 |
| **HONDA** | | | | | |
| Accord | Oct. 27, 1982 | Sept. 12, 1983 | Sept. 13, 1984 | Sept. 18, 1985 | Sept. 22, 1986 |
| Civic | | | | | Sept. 22, 1986 |
| **LINCOLN** | | | | | |
| Town Car | Sept. 23, 1982 | Sept. 22, 1983 | Oct. 4, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| Continental | Sept. 23, 1982 | Sept. 22, 1983 | Oct. 4, 1984 | Nov. 14, 1985 | Oct. 9, 1986 |
| Mark VI/MarkVII | Sept. 23, 1982 | Nov. 10, 1983 | Oct. 4, 1984 | Nov. 14, 1985 | Oct. 9, 1986 |
| **MERCURY** | | | | | |
| Capri | Sept. 23, 1982 | Sept. 22, 1983 | Oct. 4, 1984 | Oct. 3, 1985 | |
| Cougar | Feb. 17, 1983 | Sept. 22, 1983 | Oct. 4, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| Grand Marquis | Sept. 23, 1982 | Sept. 22, 1983 | Oct. 4, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| LN7 | Sept. 23, 1982 | | | | |
| Lynx | Sept. 23, 1982 | Sept. 22, 1983 | Oct. 4, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| Marquis | Oct. 14, 1982 | Sept. 22, 1983 | Oct. 4, 1984 | Oct. 3, 1985 | Nov. 6, 1986 |
| Sable | | | | Dec. 26, 1985 | Oct. 9, 1986 |
| Topaz | | May 26, 1983 | Oct. 4, 1984 | Nov. 14, 1985 | Oct. 9, 1986 |
| Zephyr | Sept. 23, 1982 | | | | |
| **NISSAN** | | | | | |
| Sentra | | | | July 1985 | March 17, 1986 |
| **OLDSMOBILE** | | | | | |
| Calais | | | Oct. 2, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| Cutlass Ciera | Sept. 23, 1982 | Sept. 22, 1983 | Oct. 2, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| Cutlass Supreme | Sept. 23, 1982 | Sept. 22, 1983 | Oct. 2, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| Olds 88 | Sept. 23, 1982 | Sept. 22, 1983 | Oct. 2, 1984 | Nov. 14, 1985 | Oct. 9, 1986 |
| Firenza | Sept. 23, 1982 | Sept. 22, 1983 | Nov. 8, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| Ninety-Eight | Sept. 23, 1982 | Sept. 22, 1983 | April 15, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| Omega | Sept. 23, 1982 | Sept. 22, 1983 | Oct. 2, 1984 | | |
| Toronado | Sept. 23, 1982 | Sept. 22, 1983 | Oct. 2, 1984 | Nov. 14, 1985 | Oct. 9, 1986 |
| **PLYMOUTH** | | | | | |
| Caravelle | | | Oct. 1, 1984 | Oct. 3, 1985 | Oct. 2, 1986 |
| Gran Fury | Oct. 5, 1982 | Sept. 29, 1983 | Oct. 1, 1984 | Oct. 3, 1985 | Oct. 2, 1986 |
| Horizon | Oct. 5, 1982 | Sept. 29, 1983 | Oct. 1, 1984 | Oct. 3, 1985 | Oct. 2, 1986 |
| Reliant | Oct. 5, 1982 | Sept. 29, 1983 | Oct. 1, 1984 | Oct. 3, 1985 | Oct. 2, 1986 |
| Sundance | | | | | Sept. 18, 1986 |
| TC-3/Turismo | Oct. 5, 1982 | Sept. 29, 1983 | Oct. 1, 1984 | Oct. 3, 1985 | Oct. 2, 1986 |
| **PONTIAC** | | | | | |
| Bonneville | Sept. 23, 1982 | Sept. 12, 1983 | Oct. 2, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| Fiero | | Sept. 12, 1983 | Jan. 10, 1985 | Oct. 3, 1985 | Oct. 9, 1986 |
| Firebird | Sept. 23, 1982 | Sept. 12, 1983 | Nov. 8, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| Grand Am | | | Oct. 2, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| Grand Prix | Sept. 23, 1982 | Sept. 12, 1983 | Oct. 2, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| 1000 | Sept. 23, 1982 | Sept. 12, 1983 | Nov. 21, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| Parisienne/Bonneville | Feb. 25, 1983 | Sept. 12, 1983 | Oct. 2, 1984 | Oct. 3, 1985 | |
| Phoenix | Sept. 23, 1982 | Sept. 12, 1983 | Oct. 2, 1984 | | |
| 6000 | Sept. 23, 1982 | Sept. 12, 1983 | Oct. 2, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| 2000/Sunbird | Sept. 23, 1982 | Sept. 12, 1983 | Nov. 8, 1984 | Oct. 3, 1985 | Oct. 9, 1986 |
| **RENAULT** | | | | | |
| Alliance | Sept. 22, 1982 | Sept. 29, 1983 | Oct. 1, 1984 | Oct. 1, 1985 | Oct. 2, 1986 |
| Encore | | Sept. 29, 1983 | Oct. 1, 1984 | Oct. 1, 1985 | |
| **TOYOTA** | | | | | |
| Corolla FX-16 | | | | | Oct. 7, 1986 |
| **VOLKSWAGEN** | | | | | |
| Golf | | | Nov. 15, 1984 | Sept. 1985 | Sept. 1986 |
| Jetta | | | | | Oct. 1986 |
| Rabbit | Oct. 21, 1982 | Sept. 28, 1983 | | | |

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## Japan's V-8s slated for U.S. dealers

### *Top makers aiming for 1989-90 intro*

**By Jesse Snyder**
AUTOMOTIVE NEWS STAFF REPORTER

LOS ANGELES — Japan's three largest automakers are developing lightweight, powerful V-8 engines for new larger luxury vehicles that could ignite a modern-day horsepower war.

Toyota Motor Co., Nissan Motor Co. and Honda Motor Co. each will have upscale cars powered by V-8s on sale in the United States in the 1989 or 1990 model year.

They will compete at the upper end with a new generation of European performance luxury cars powered by all-new V-8 and V-12 engines. At the lower end of the luxury market, domestic automakers will respond with more powerful versions of existing V-8s and eventually some new, more sophisticated eights.

All of this will have a profound effect on the United States, with 200-plus horsepower models becoming commonplace rather than a rarity, industry analysts say.

Audi, Lotus and Porsche are developing new V-8s aimed at that market. BMW and Daimler-Benz will soon join Jaguar, Ferrari and Lamborghini in offering V-12s on top-end models.

General Motors has new V-8 programs in the works at Chevrolet and Oldsmobile to supplement GM's present 5-liter and 5.7-liter V-8s. Cadillac is expected to offer a bored-out version of its 4.1-liter V-8 on 1988 models, hiking displacement to 4.5 liters.

Ford Motor Co. will have to rely

see V-8s, page 59

AUTOMOTIVE NEWS/JOE WILSSENS

Poling: Ford's effort "to be known as the producer of high-quality products with low cost and value for money for the consumer" is paying off

## FLYING: *Ford's financial fortunes skyrocket; dealer profits, Nissan deal add lift*

**By Charles Thomas, Francis J. Gawronski and Al Fleming**
AUTOMOTIVE NEWS STAFF REPORTERS

It wasn't exactly a typical week in the seemingly do-no-wrong success saga of Ford Motor Co.

- Ford reported first-quarter earnings of $1.5 billion — its best ever — on the heels of its best profit year in history.
- Ford prepared for yet another joint venture — the kind that on a global scale has contributed to its success — this one with Nissan.
- And Ford President Harold A. Poling, in an interview with Automotive News, smiled and said it was all part of a plan "to be known as the producer of high-quality products with low cost and value for money for the consumer. That's been the whole thrust of our effort now for several years. We think the results in the marketplace and our financial results reflect that effort."

That may be a classic understatement. Ford has become the most profitable automaker in the world. Along the way, one estimate shows that Ford dealer profits have doubled in the last year alone — when profits from most other franchises were flat or down — and that Ford dealer profits have quadrupled in the last five years. And, in the wake of Ford's announcements last week, its stock price rose five percent in just one day and was trading around $93 — 33 percent above book value. In 1981, in contrast, Ford stock traded as low as $7 a share.

see FORD, page 62

## U.S. lines heating up price war

**By Michelle Krebs**
AUTOMOTIVE NEWS STAFF REPORTER

The battle for the small-car market has heated up again.

Pontiac has priced its entry-level LeMans at $5,995; Chevrolet has introduced a low-priced version of its Isuzu-built Spectrum; and Chrysler Motors has announced an ad campaign promoting its price advantage over Japanese competitors.

Chevrolet said last week it is introducing a new version of its front-wheel-drive Spectrum subcompact. The Spectrum Express two-door hatchback will have a manufacturer's suggested retail price of $6,495, $917 less than the previous base price.

Standard equipment includes a 1.5-liter engine, five-speed manual transmission, reclining front bucket seats, electric rear window defogger and General Motors' 6-year/60,000-mile powertrain warranty.

Dealers had been pressuring Chevrolet to provide an entry-level car to compete against the Hyundai Excel and others and fill the void left by the Chevette. The Chevette had a base price of $4,995. Production ended in December, leaving Chevrolet without a model priced closer to $5,000 than to $6,000.

Pontiac announced last week that its entry-level 1988 LeMans will have a base price of $5,995. Base prices of other models range upwards to $8,399. The car goes on sale June 11.

The LeMans was engineered by General Motors' West German subsidiary, Adam Opel AG, and is built off the Opel Kadett platform. The front-wheel-drive subcompact is assembled in South Korea by Daewoo Motor Co. GM owns 50 percent of Daewoo.

Pontiac and its dealers have viewed pricing as the key to LeMans' success. General Manager J. Michael Losh said the division listened to dealers in determining the price. "They told us

see PRICES, page 63

## AN ANATOMY

### *Dealers, critics review Audi's crisis management*

**By David Versical**
AUTOMOTIVE NEWS STAFF REPORTER

It's been just over a year since the Audi 5000-S began a decline that has seen its image of engineering excellence slide into a reputation for runaway acceleration.

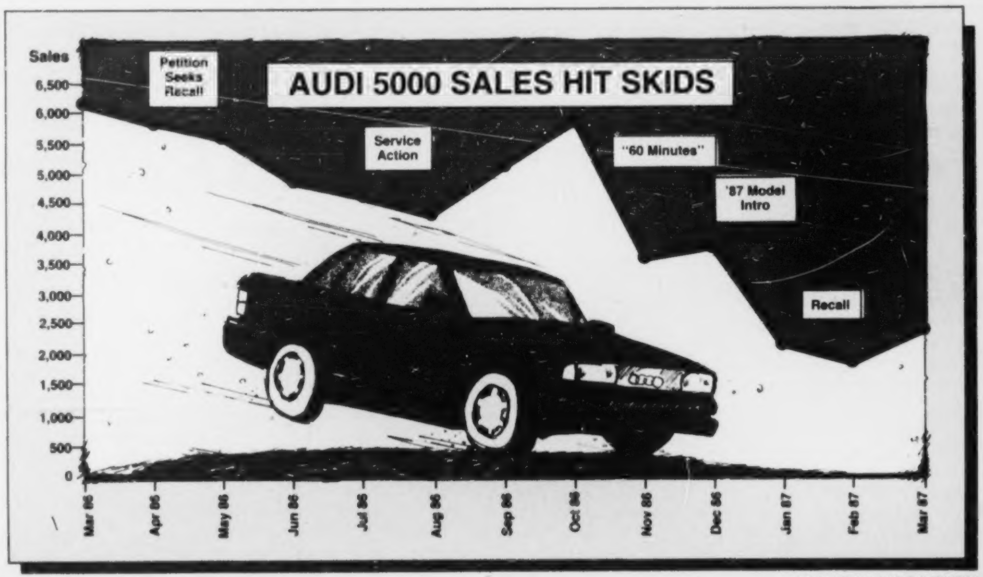
Its sales and values have slid, too. Today, Audi of America finds itself contending with lawsuits, slumping sales, crippled dealers, sinking resale prices, angry consumer groups and countless other problems as it attempts to restore credibility to its tarnished nameplate.

Along the way, dozens of decisions were made — some good, some bad; some right, some wrong. The most common way managers learn about coping with such situations is through the "case method" approach, in which previous business decisions are dissected, reviewed, critiqued and re-enacted.

Through that process, people learn. In fact, right now Audi's U.S. boss through most of the last year's trauma, Vice President Peter Fischer, is participating in a senior executive program at the Harvard Business School using the case method.

But before finding out how some students, followers and members of this industry and other organiza-

see AUDI, page 39



AUTOMOTIVE NEWS/RUTH SKURDA

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Domestic automakers extend incentives
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Iacocca sees smooth Chrysler-AMC link
Page 4

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# Chevrolet giveaway hikes traffic for dealers

**By Michelle Krebs**
AUTOMOTIVE NEWS STAFF REPORTER

Showroom traffic at Chevrolet dealerships is picking up as people bring in foil keys from Procter & Gamble products to see if they have won a Corsica, Beretta or pickup truck.

Generally, dealers queried by Automotive News said 30 to 50 persons visited their dealerships during the first week of the promotion to see if their keys were winners. A couple dealers said more than 100 persons turned up.

The keys are part of a $50 million promotion by Chevrolet and Procter & Gamble for which national advertising began April 25. The keys were sent by direct mail to potential customers and are on seven Procter & Gamble products.

The keys must be placed under a black light installed in a Corsica, Beretta or full-sized pickup truck at the dealership to see if the key is a winner of one of the 750 cars or pickups to be given away.

Dealers reporting the most activity were doing heavy advertising on their own or through a tie-in promotion with area supermarkets.

John F. Bergstrom, Bergstrom Chevrolet-Buick-Cadillac, Neenah, Wis., parked Corsicas and Berettas at three local supermarkets. His dealership has had a couple hundred key-holding visitors.

One customer, Bergstrom said, came in with a key, had no intention of buying a vehicle, but left with a Chevy S-10 truck.

Bergstrom said he has noticed a hesitancy on the part of customers coming to the dealership, "like a child going in the water to swim but being afraid it's too cold."

"Once they see that no one is going to bite them, they seem to enjoy the hoopla," he said.

William A. Tyrrell, of Tyrrell Chevrolet in Cheyenne, Wyo., said his dealership had seen hundreds of customers with keys. He has a new full-sized pickup parked in front of a nearby supermarket.

Bill Nimnicht Jr., of Nimnicht Chevrolet, Jacksonville, Fla., said his dealership is giving away a free car wash to people who bring in keys.

Thirty people came in during the the first few days of the promotion. Four sales, including a sale of a Corsica, were made to people with keys.

Last Thursday Chevrolet announced it is offering a choice of a $500 cash rebate or low-interest financing on Corsica and Beretta.

Main Lobby
Shipping & Receiving
Ambulance Entrance
Cafeteria Receiving
Dealer Pick Up
Tractor Loading

AUTOMOTIVE NEWS/JOE WILSSENS

The Romeo site is attractive because of its proximity to Ford's engineering center in Dearborn, Mich.

# Ford taps Romeo for engines

## *Seeks new labor pact first; 1991 startup proposed*

**By Louise Kertesz**
AUTOMOTIVE NEWS STAFF REPORTER

An agreement was reached between UAW Local 400 officials — representing the Romeo, Mich., tractor plant — and Ford Motor Co. last week, paving the way for the new engine plant the company said it needs. The timetable suggests the plant may produce a new 4.6-liter V-8.

The agreement would reduce job classifications and institute job teams. If it is ratified and other requirements are met, the Romeo plant would not be closed as scheduled next year. But Louis R. Ross, Ford vice president — North American Automotive Operations, said the final decision will not be made until 1988.

In a statement made following the agreement with Local 400 officials, Ross said Ford needs "a new engine plant for the 1990s."

If Ford retools the Romeo plant to build V-8s, it would take another step in the automakers' march toward production of new, more efficient V-8s in the 1990s.

Joe Peters, president of Local 400, said the first engine would come off the line at the Romeo plant in 1991. Ross said production would begin "in about three years." That could tide Ford over as it awaits a new V-8, which is due to follow a V-6 from Ford's new modular engine plant in about 1994.

Peters said he heard that the planned engine for Romeo was a 4.6-liter engine, but he did not know whether it would be a V-6 or a V-8.

Ford could conceivably produce a 4.6-liter V-6 by lopping off two cylinders from its current 5.0-liter V-8, but that move is unlikely. Neither is it likely that Romeo's engine would fit in Taurus/Sable.

Sources said that personnel from the Lima plant toured the Romeo plant recently. The Lima plant builds the 3-liter V-6 engine used in the Taurus/Sable and the Aerostar minivan.

Ross would provide no specifics on the car the new engine would go into. Asked about production volume, he said it would be "a lot."

The new agreement is scheduled for a ratification vote by the members of Local 400 in mid May, Peters said. The contract would not involve a wage cut, he said.

Ross said that if the workers ratify the agreement, Ford will "pursue Romeo as the recommended site for the plant."

The NAAO spokesman said the Romeo site is attractive because of its proximity to the company's engineering center in Dearborn, Mich. Ford has engine plants in Lima, Ohio; Cleveland; Dearborn; Windsor, Ontario; Essex, Ontario; and Chihuahua, Mexico.

On retooling the Romeo plant to build engines, Ross said, "The investment required to bring this project to fruition would be huge and requires us to conduct detailed feasibility studies. We are working toward a final decision in 1988."

A UAW spokesman in Detroit confirmed that an agreement had been reached, following weeks of discussions involving the UAW Ford Department, Local 400 leaders and Ford. He could give no details, pending ratification by the membership.

The Romeo plant opened in August 1974 and reached its peak employment of 2,500 workers in 1979. It now employs 630 workers. "This would take care of all of them," Peters said.

He said that — with the plans for Romeo — the mood at the plant is "pretty high." The leadership is recommending the agreement, he said.

The plant has been building agricultural and industrial tractors and fabricating backhoes and front loaders. Next month production of agricultural tractors will be consolidated at Ford facilities in Basildon England, said a Ford New Holland spokesman.

By mid-1988, production of industrial tractors will also be consolidated at other Ford locations in Europe, he said.

He said the 1,379,306-square-foot plant is "in mint condition," and that its workforce "is one of the finest around — it's known throughout the company. The quality of the products at the plant has increased since the closing was announced in October," he said.

"The advantage of Romeo is that it's an existing plant that works well," Ross said.

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# New service from Automotive News

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**In this and selected other issues throughout 1987, Automotive News will feature a new ad inquiry program called ReaderService.**

**ReaderService will be free to both readers and advertisers who desire it.**

**In a ReaderService issue, each ad will be keyed with a number. Interested readers can circle the corresponding ad numbers on a ReaderService card in the issue and mail the card to Automotive News, postage-paid.**

**Automotive News then provides advertisers with respondent names including title, company, address, phone number and industry affiliation on gummed labels for mail, telephone or personal follow-up. Labels are forwarded biweekly for 90 days from the date of the issue.**

**"ReaderService was developed to enhance the communication between reader and advertiser," explained Keith E. Crain, publisher and editorial director of Automotive News. "It's a simple and effective way to bring qualified buyers and sellers together."**

**Issues scheduled for ReaderService are: June 15, July 27 including OEM Edition — Demographic, Aug. 24, Sept. 21 and Nov. 9.**

**ReaderService will not be available on classified or auction directory advertising.**

**For more information concerning the Automotive News ReaderService program, contact the marketing department of Automotive News at 1400 Woodbridge Ave., Detroit, MI, 48207, 313-446-6000.**

# Incentives extended and sweetened

**By Laura Clark**
AUTOMOTIVE NEWS STAFF REPORTER

Domestic automakers extended, sweetened and revised consumer incentives on cars and light trucks last week in an attempt to attract buyers and reduce heavy inventories of some models.

General Motors lowered the interest rate by two percentage points on 36- and 48-month loans. GMAC is now offering 5.9 annual percentage rate paper on 36-month loans and 6.9 percent on 48-month contracts compared with 7.9 APR and 8.9 APR, respectively, in the program that ended April 30. Loans of 3.9 APR for 24 months and 9.9 APR on 60 months also are available on certain models.

Cash rebates for some Chevrolet models have been reduced under the new program. For instance, Chevrolet reduced cash-back incentives from $1,000 to $800 on Celebrity and from $750 to $500 on Nova.

As yet, GM has not announced a spring price increase, as it did last year. GM has not raised prices since the introduction hike on 1987 models.

Chevrolet sweetened its previous program by placing the first incentives on its all-new Corsica and Berretta models. Buyers of those models can choose either a $500 cash rebate or a low-interest loan. Chevrolet dealers had complained that Corsica and Beretta prices are too high and that the previous $1,000 rebate on Celebrity models had hurt the new models.

Chevrolet also is offering $1,000 cash rebates on Camaro, $500 on Spectrum and $500 on Cavalier. Buyers must purchase cars from dealer stock. The program ends May 31 for U.S. models, June 30 for Spectrum.

Chevrolet also extended $500 cash rebates on S model pickups until May 14 and $600 rebates on RV pickups until May 9. Dealer participation cost varies by model in all Chevrolet programs.

Cadillac sweetened its incentive on 1987 and 1986 Cimarron models by adding a $600 cash rebate. A cut-rate loan program remains in effect. No dealer participation is required.

Pontiac is offering enhanced GMAC financing or cash rebates ranging from $500 to $1,200 on many 1987 models. Dealers pay 30 percent to 33 percent of the rebates.

Oldsmobile also is offering lower-rate GMAC loans and rebates from $500 to $1,200 on most of its models. Dealer participation on rebates varies by model. The division is also offering special dealer incentives on Cutlass Ciera and front-wheel-drive Delta 88 models delivered out of stock before July 31.

Buick is offering the lower GMAC loans or rebates. Rebates are $1,200 on Electras and Park Avenues, $800 on LeSabre and Century, and $500 on Skylark, Somerset and Skyhawk. Dealer participation is about 33 percent on rebates.

Ford Motor Co. extended financial incentives on selected 1986 and 1987 cars and F-series trucks until May 9 and on Ford Bronco II and Ranger models until May 31. Incentives on those vehicles were to end April 30.

Buyers of selected models can choose rebate of $400-$600 or low finance rates ranging from 3.9 percent on 24-month contracts to 9.9 percent on 60-month paper. No dealer participation is required.

AMC announced it will offer $500 cash rebates or financing ranging from zero percent for 24 months to 9.9 percent for 60 months on 1986 Renault Alliance and Encore models, 1987 Alliance and GTA models and 1986 and 1987 Jeep Comanche models, excluding the Jeep two-wheel-drive short-bed pickup.

AMC is offering $300 rebates on Medallion, $600 on 1986 and 1987 Cherokee two-door models and $400 on 1986 and 1987 Wagoneer and Cherokee four-door models.

Buyers of Medallions and two-door Cherokees can choose either the rebate or low-interest loans ranging from 3.9 percent for 24 months to 9.9 percent for 60 months. Wagoneer and four-door Cherokee buyers can choose rebates or loans ranging from 5.9 percent for 24 months to 9.9 percent for 60 months. No expiration date was announced for the AMC incentives.

# New market for Chrysler minis

## *Extended-wheelbase vans, V-6 capture interest of converters*

**By Joseph Bohn**
AUTOMOTIVE NEWS STAFF REPORTER

York: "We have to plan our launches very carefully so our whole engineering office doesn't have to empty out and go to three plants at the same time."

Chrysler Motors plans to become more aggressive in the minivan customizing market and in specific Class 3 commercial segments.

Its new extended-wheelbase minivans already have generated considerably more interest from converters than its previous standard-sized minivans, officials said.

Chrysler can produce 150,000 of the long-wheelbase minivans annually.

In the 1987 model year, Chrysler expects to ship about 4,000 minivans to converters, about the same number as last year, said James Lynch, sales manager, special vehicle sales, Truck Operations.

In the 1988 model year, he said, shipments to converters could range as high as 20,000 units, depending on a smooth resolution of Chrysler's labor contract with the UAW in Canada. The contract is up for renewal this fall.

A Canadian strike would upset all of Chrysler's minivan plans. Chrysler's regular minivans are built in Windsor, Ontario. The extended-wheelbase units are assembled in St. Louis.

Lynch said that about 25 of the 50 van conversion companies Chrysler does business with have been converting its minivans.

With the extra capacity and V-6 engine availability in the extended-wheelbase models, "most of our accounts are showing a renewed interest" in converting minivans, he added.

"There also is renewed interest from the raised-roof manufacturers, who are calling to get vehicles so they can develop molds for raised roofs for those models," he said.

Given a 60-day launch curve to get up to full speed in producing the new extended-wheelbase minivans, and the fact that converters do most of their work from March to June, Chrysler "won't have a ton of iron available to converters until March or April of next year," said Jerome B. York, vice president — Truck Operations.

That, of course, assumes no labor problems in Canada this fall, York cautioned.

Chrysler also is developing a new program to increase sales of its chassis cabs for Class 3 commercial applications, such as wreckers, stake, dump and high-cube trucks.

It has been setting up a commercial body distributor network in each of its 25 zones to which it will consign a certain number of chassis cabs.

It currently sells about 5,000 to 6,000 chassis cabs yearly in that 80,000-unit market, but it anticipates increasing that by at least 20 percent to 30 percent with its new program.

Under the program, called "Partners in Progress," distributors will be able to equip the chassis cabs with bodies specified by Chrysler dealers and deliver them in a few days.

"What we're trying to do is marry that body company to our dealer organization within a given territory," Lynch said. "This line of distribution will provide a customer with quick delivery of a brand-new truck and will get our dealers into this business more aggressively."

Chrysler already has signed 17 major body distributors, such as Great Lakes Truck Equipment in Cleveland, and is reviewing applications from seven others.

The new program will go into effect late this year.

As part of its program, Chrysler is planning to offer the previously reported new higher-powered turbodiesel engine supplied by Cummins.

Officials added, however, that the Cummins engine won't be available in full-sized pickups and chassis cabs until fall 1988 because of a crush of other new-product introductions it has scheduled and limited resources to handle them all.

"We could launch it in December if we wanted to," York said. "But in our total new-model program, we're bringing out a new vehicle every six months, and we have finite engineering and manufacturing resources.

"We have to plan our launches very carefully so our whole engineering office doesn't have to empty out and go to three plants at the same time," he concluded.

# RVIA chooses Louisville for 1987 show

RESTON, Va. — The Recreation Vehicle Industry Association will hold its 1987 National RV Show at the Kentucky State Fair and Exposition Center in Louisville and is leaning toward Louisville for its 1988 show.

The decision by RVIA's national board of directors to use Louisville in 1988 is still subject to final negotiations with Louisville convention site authorities.

Commitments to hold the show in Louisville beyond 1988 will not be made until RVIA-specified improvements to the Kentucky Expo Center are made, said RVIA President David J. Humphreys.

Delays in promised improvements to Kentucky Expo Center facilities initially convinced the association to alternate its national show between Louisville and Atlanta during a trail period from 1986 to 1989.

The National RV Show was held in Atlanta in 1986.

RVIA's 1987 National RV Trade Show will be held at the Kentucky Expo Center Dec. 1-4 and is tentatively scheduled there for Nov. 29-Dec. 2, 1988.

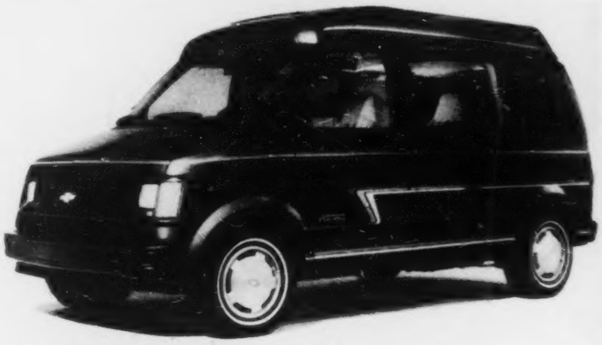
Meanwhile, RVIA reported that it plans to conduct an all-day seminar on Federal Motor Vehicle Safety Standards May 21 at the Dulles Marriott Hotel, near its Reston headquarters.

Van conversion firms working toward meeting the qualifications for membership in the association are invited to attend.

## The latest in RVing

**New Starcraft campers**
Starcraft, of Goshen, Ind., has redesigned its fold-down campers and has introduced four hardside campers for pickups. The fold-down campers have an improved lifter system and new graphics and colors. The hardside campers are all-new products, marketed under the Fleetstar name.

**International's price cutter**
International Vehicles Corp., of Bristol, Ind., developed this specially priced $17,995 van camper. Available only on a Chevrolet chassis, it features automatic transmission, power brakes and steering and other standard items like a small refrigerator, two-burner gas range, steel sink and dining table.



**Raised roof for Astro van**
Responding to raised-roof demand for Chevrolet's Astro, Turtle Top, of Goshen, Ind., has introduced its Sport Top, which can be installed by dealers and van conversion companies. The tops are made of fiberglass and can be painted to match the van's exterior color scheme.

# RV shipments climb, but market appears even stronger

**By Joseph Bohn**
AUTOMOTIVE NEWS STAFF REPORTER

Wholesale RV shipments during January and February were up 3.2 percent over last year, according to the Recreation Vehicle Industry Association.

However, Ford and Chevrolet sales to their consignment pool companies indicate the industry may be in for a much stronger year than the two-month RVIA report indicates.

Dave Tarrant, RV/OEM sales manager, Ford Division, said Ford set a record for wholesale shipments to its consignment pool companies in the first quarter of calendar 1987.

The "very, very strong" first quarter start surprised Ford officials because they had an incentive on van conversions last December and felt it might affect this year's first-quarter shipments.

But quite the opposite turned out to be true.

Ford saw record strength "across virtually every segment of van conversions, motor homes and related vehicles and our partial delivery vans," Tarrant added.

Similarly, Chevrolet's total shipments to bailment pool companies, basically made up of RV manufacturers, were up 20 percent over last year during the first quarter, according to Robert Rieth, Chevrolet manager of special vehicles.

Shipments were at near-record levels, Rieth added.

Tarrant said he felt that RVIA's numbers differed from Ford's because van converter members of RVIA don't all have consignment pools with Ford.

He added that it was even difficult for Ford to gauge the total number of its vans that were converted because dealers often hedged their bets in ordering a vehicle with two seats and enough equipment so that it could eventually be turned into a van conversion or a walk-in van for the commercial vehicle market.

"They'll swing with that locally," depending on particular market demand, he added.

Tarrant said he believes a "high number of vans get converted in that configuration, though there's no way to know it."

He said that slightly over 20 percent of the vans Ford sold for conversion were Aerostars (the balance being Econolines), but that the important thing was balanced availability of Aerostars in the field.

With greater minivan production industrywide and more competitive models available this year, Ford is keeping a close eye on Aerostar demand vs. supply. Thus far, it is at a "quite acceptable" level, Tarrant added.

Meanwhile, shipments of van conversions by manufacturers to dealers totaled 14,600 in February, according to RVIA, off 10.4 percent from February 1986. January-February van conversion shipments totaled 28,700 and were off 8.6 percent from a year earlier, RVIA reported.

Total shipments of 31,900 RVs in February were up 3.2 percent according to RVIA. For the first two months, total RV shipments of 63,100 were exactly equal to last year's 63,100 for the same period, RVIA said.

**Recreational Vehicle Wholesale Deliveries**

| | Febraury 1986 | February change | % change | 2 months 1986 | 2 months 1987 | % change |
|---|---|---|---|---|---|---|
| Travel trailers | 7,400 | 6,100 | + 21.3 | 15,700 | 14,400 | + 9.0 |
| Folding camping trailers | 3,200 | 2,500 | + 28.0 | 6,000 | 6,000 | 0.0 |
| Truck campers | 700 | 500 | + 40.0 | 1,300 | 900 | + 44.4 |
| Towable RV total | 11,300 | 9,100 | + 24.2 | 23,000 | 21,300 | + 8.0 |
| Conventional (type A) | 3,300 | 2,900 | + 13.8 | 6,100 | 5,400 | + 13.0 |
| Van Campers (type B) | 500 | 400 | + 25.0 | 1,100 | 1,000 | + 10.0 |
| Chopped vans (all) | 2,200 | 2,200 | 0.0 | 4,200 | 4,000 | + 5.0 |
| Motor home total | 6,000 | 5,500 | + 9.1 | 11,400 | 10,400 | + 9.6 |
| Van conversions | 14,600 | 16,300 | − 10.4 | 28,700 | 31,400 | − 8.6 |
| TOTAL ALL RVs | 31,900 | 30,900 | + 3.2 | 63,100 | 63,100 | 0.0 |

Source: Recreation Vehicle Industry Association